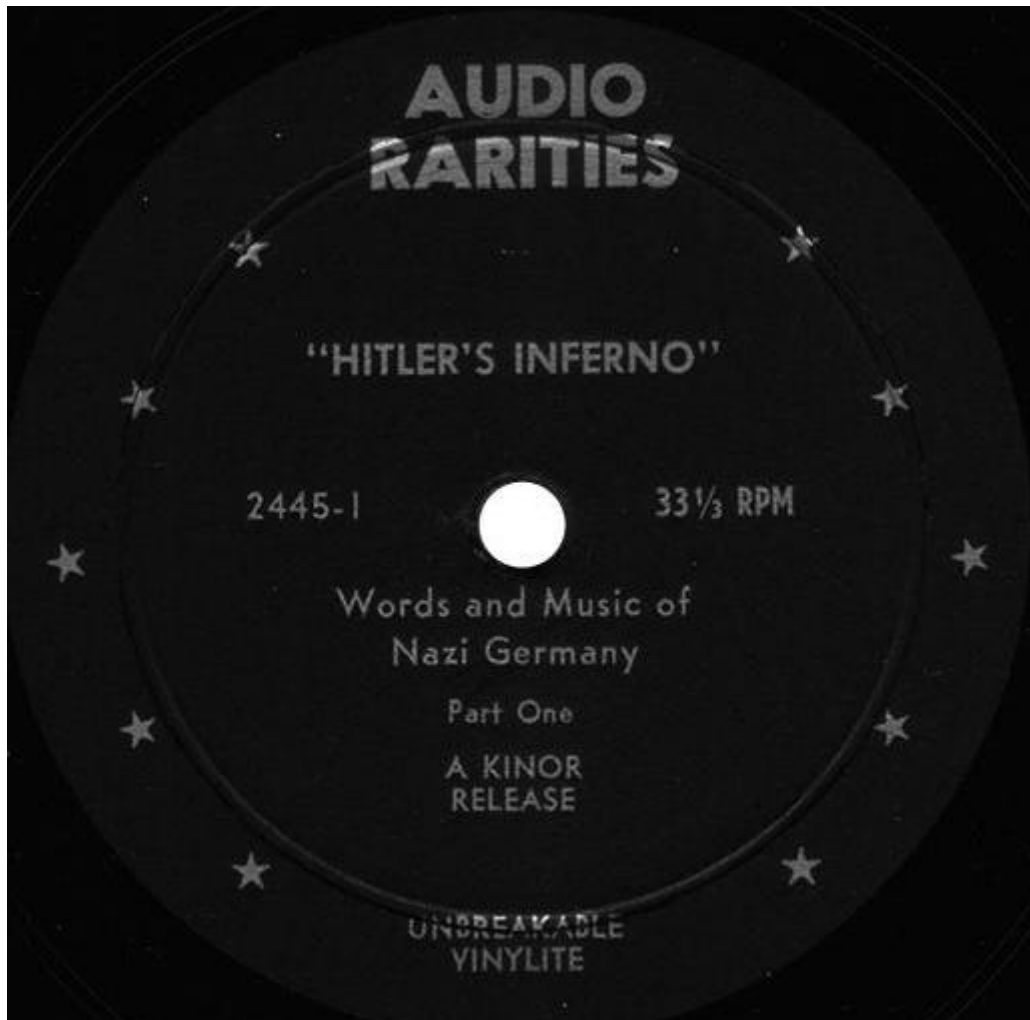


Hitler's Inferno





HITLER'S INFERNO

in words, in music 1932-1945

MARCHING SONGS OF NAZI GERMANY





HITLER'S INFERNO

In words, in music

MARCHING SONGS OF NAZI GERMANY

1932-1945

contents

Adolf Hitler speaks in Rome. 1937
The crowds cheer and sing, "Deutschland Uber Alles"
The Nazi Storm Troopers sing, "Die Fahne Hoch" (Horst Wessel Lied)
The Nazi Storm Troopers sing, "Heil Hitler Dir!"
Paul Joseph Goebbels introduces Adolf Hitler. 1934

Adolf Hitler speaks in Vienna. 1939
The Nazi Storm Troopers sing, "Heil Deutschland"
The Nazi Storm Troopers sing, "Wenn Die S.S. Und Die S.A. Aufmarschiert"
The small Berlin school children sing, "Die Jugend Marschier"
The defendants, (Goering, Hess, Von Ribbentrop, etc.) plead "Not Guilty" at the Nuremberg War Crimes Trial.

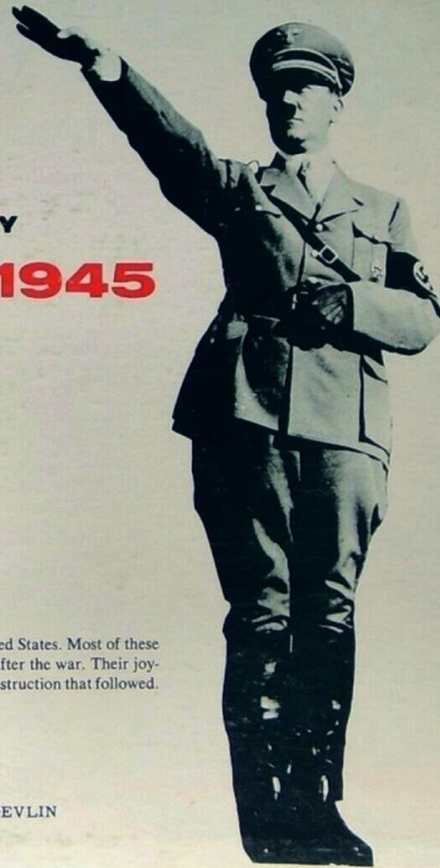


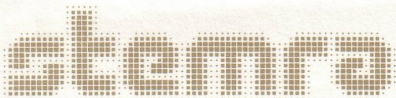
2445

Never before has this shocking material been heard in the United States. Most of these songs and speeches were taken from German radio stations after the war. Their joyous quality is frightening, when one thinks of the murder and destruction that followed. It must never happen again in the civilized world.

NARRATION BY BILL FORREST

PRODUCTION STAGED BY MARY JO DEVLIN





Stichting Stemra

Buma/Stemra-huis
Prof. E.M. Meijerslaan 3
1183 AV Amstelveen
Telefoon 020-5407911

Postbus 725 1180 AS Amstelveen
Telefax 020-5407496
KvK Amsterdam S 198521

ABN•AMRO bank 43.30.73.500
ING bank 69.73.60.016
Postbank 372484

Aangesloten bij het
Internationaal Bureau voor
Mechanisch Reproductierecht
BIEM te Parijs

INTERMEDIARY FOUNDATION OF THE
UNIVERSAL DECLARATION OF HUMAN RIGHTS
Postbus 324
5660 AH GELDROP
T.a.v. dhr. J.P. van den Wittenboer

Datum 24 maart 1994
Doorkiesnr 5407 232
Onze ref. GvL/MW
Betreft

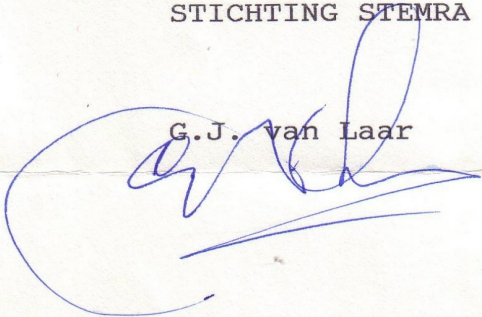
Geachte heer Van den Wittenboer,

Naar aanleiding van uw schrijven d.d. 21/3 'jl., doen wij u
hierbij het adres toekomen van onze Amerikaanse zusteror-
ganisatie, t.w.:

HARRY FOX AGENCY
205, East 42 Street
NEW YORK (N.Y. 10017)
Verenigde Staten

Met een vriendelijke groet,
STICHTING STEMRA

G.J. van Laar





THE HARRY FOX AGENCY, INC.

a subsidiary of NATIONAL MUSIC PUBLISHERS' ASSOCIATION, INC.

April 8, 1994

Mr. J.P. van den Wittenboer
Intermediary Foundation of the
Universal Declaration of
Human Rights
Postbus 324
5660 AH Geldrop
The Netherlands

Dear Mr. van den Wittenboer:

We are in receipt of your letter dated March 25 and regret to advise you that our database has no information on the record company AUDIO RARITIES.

However, STEMRA is the Dutch representative of our agency's repertoire, and will be able to handle any mechanical licensing and royalty issues arising from your audio documentary.

Kindest regards,

A handwritten signature in blue ink, appearing to read 'Audrey Chan', is written over the typed name.

Audrey Chan
International Relations Coordinator

cc: Edward P. Murphy
Yoshio Inomata
Frank S. Rittman



Stichting Stemra

Buma/Stemra-huis
Prof. E.M. Meijerslaan 3
1183 AV Amstelveen
Telefoon 020-5407911

Postbus 725 1180 AS Amstelveen
Telefax 020-5407496
KvK Amsterdam S 198521

ABN•AMRO bank 43.30.73.500
ING bank 69.73.60.016
Postbank 372484

Aangesloten bij het
Internationaal Bureau voor
Mechanisch Reproductierecht
BIEM te Parijs

Intermediary Foundation of the Universal Declaration of
Human Rights
Postbus 324
5660 AH GELDROP

t.a.v. de heer J.P. van de Wittenboer

Datum 24 juni 1994
Doorkiesnr 5407 418
Onze ref. JPV
Betreft Produktie in eigen beheer

Geachte heer Van de Wittenboer,

Hierbij zenden wij de door u ingezonden aanvragen voor toestemming retour. Alvorens wij deze aanvragen in behandeling nemen verzoeken wij u de naam en voornaam van componist/tekstdichter van de werken te vermelden opdat wij kunnen bepalen of deze werken tot ons repertoire behoren.

Overeenkomstig artikel 6 van de voorwaarden produktie in eigen beheer delen wij u mee dat de opnamen op rechtmatige wijze moeten zijn vervaardigd met instemming van de uitvoerende artiesten en/of met toestemming van de fonografische fabrikant, indien het om de overname van een reeds bestaande geluidsdrager gaat. Voor meer informatie over naburige rechten verwijzen wij u naar de Stichting SENA, Vaartweg 51, 1211 JE HILVERSUM, tel,: 035-244653.

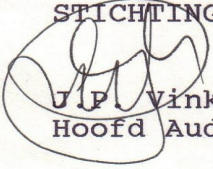
Ter uwer informatie delen wij u mee dat het copyright van NSDAP c.q. NSB repertoire voor Duitse versies berust bij de staat Beieren en voor Nederlandse versies bij de staat der Nederlanden. Stemra mag deze werken **nooit** afrekenen aan welke rechthebbende dan ook en bewerkingen zijn niet toegestaan.

Vervolgvel - 1 -
Datum 24 juni 1994
Aan de heer J.P. van de Wittenboer

Tevens bevestigen wij de ontvangst van het door u vervaardigde manuscript "De één zijn dood is de ander zijn brood" met bijlagen. Aangezien dit manuscript geen nadere informatie geeft over componist/auteur van de door u gebruikte werken sturen wij bijgaand het manuscript retour.

Wij vertrouwen erop u hiermee van dienst te zijn geweest.

Met vriendelijke groet,
STICHTING STEMRA



J.P. Vink
Hoofd Audio Produkties

c.c. Salisbury Sound B.V.

Bijlagen: 3



STICHTING TER EXPLOITATIE
VAN NABURIGE RECHTEN

Intermediary Foundation of the Universal
Declaration of Human Rights
Tav. de heer J.P. van den Wittenboer
Postbus 324
5660 AH Geldrop

Hilversum, 28 juni 1994

Geachte heer Wittenboer,

De door u gevraagde informatie vermeld in uw brief van 27 juni jl. betreffende artiest/componist/jaartal etc. van de musicassette "Hitler's Inferno" is bij Sena niet bekend. Wij zijn een organisatie die de belangen behartigt van uitvoerende kunstenaars en producenten, indien hun werk vanaf een commerciële geluidsdrager op de radio, tv of in openbare ruimten wordt afgespeeld. Voor wat betreft de gegevens van componisten kunt u terecht bij de Buma te Amstelveen.

In bovengenoemde brief maakt u melding van een brief die u aan de heer Vink van de Stichting Stemra heeft gestuurd en die als bijlage bij de brief aan Sena had moeten zitten, maar deze brief hebben wij niet van u ontvangen.

Voor uitgebreide informatie over Sena en haar doelstellingen sluit ik hierbij onze brochure in.

Mocht u nog vragen hierover hebben dan kunt u ons bereiken op tel.nr. 035 - 244653.

Met vriendelijke groet,

Marijke Remkes

Bijlage: brochure



THE HARRY FOX AGENCY, INC.
a subsidiary of NATIONAL MUSIC PUBLISHERS' ASSOCIATION, INC.

July 12, 1994

Mr. J.P. van den Wittenboer
I.F.U.D.H.R.
Postbox 324
5660 AH Geldrop
The Netherlands

Dear Mr. van den Wittenboer:

I am writing in response to your letter dated July 1 to Ms. Audrey Chan, who is no longer affiliated with the Harry Fox Agency, Inc.

I have researched our database and regret to inform you we have no information concerning KINOR, Audio Rarities, or the recording referenced in your letter, "Hitler's Inferno."

Sincerely,

A handwritten signature in blue ink, which appears to read 'Frank S. Rittman', is written over the typed name.

Frank S. Rittman, Esq.
International Business Administrator

cc: Edward P. Murphy
Yoshio Inomata

Advies inzake "Hitler's Inferno"

15 september 1994

De stichting Intermediary Foundation of the Universal Declaration of Human Rights¹, (hierna te noemen "de stichting"), heeft het voornemen om het werk "HITLER'S INFERNO", vastgelegd op een 33½ toeren langspeelplaat² (hierna te noemen "de plaat"), opnieuw uit te brengen op cassette en CD, in eerste instantie in Nederland.

Gelet op dit voornemen wil de stichting zich een beeld vormen over de auteursrechtelijke aspecten die verbonden zijn aan het opnieuw uitbrengen van deze plaat.

Beschrijving van de plaat.

De plaat bestaat uit 1) geluidsopnames van Nazi-liederen, van toespraken van Hitler en Goebbels en een korte geluidsopname van het Neurenberg proces (hierna te noemen "Duitse geluidsopnames") en 2) anti-fascistisch commentaar in de Engelse taal door een Amerikaanse verteller.

Volgens de plaathoes zijn de Duitse geluidsopnames na WOII uitgezonden door Duitse radiostations (volgens de stichting onder meer via kortegolfzenders die ook in Amerika te ontvangen waren).

Aangezien de plaat geen copyright notice bevat, kan niet precies bepaald worden in welk jaar deze is uitgebracht. De stichting gaat vooralsnog uit van 1945.

Beschermd werk.

De vraag of de plaat als een werk kan worden beschouwd en of daarop auteursrecht is ontstaan, moet in het algemeen overeenkomstig het territorialiteitsbeginsel beantwoord worden, d.w.z. op basis van het recht van het land waar de bescherming effectief moet zijn, dus in beginsel op basis van het Nederlands auteursrecht.

¹ Postbus 324, 5660 AH Geldrop. Geregistreerd bij de Kamer van Koophandel te Eindhoven onder nummer S92925.

² Audio Rarities LPA 2445 USA, a Kinor release.

Advies inzake "Hitler's Inferno"

15 september 1994

Naar Nederlands auteursrecht moet aangenomen worden dat de plaat te kwalificeren is als een werk van letterkunde, wetenschap of kunst in de zin van art. 1 jo. art. 10 Auteurswet (Aw). Bij deze kwalifikatie speelt een grote rol dat de plaat een eigen, oorspronkelijk karakter bezit dat het persoonlijk stempel van de maker draagt. Het feit dat de plaat voor het grootste gedeelte bestaat uit een vastlegging van Duitse geluidsopnames doet hieraan niet af. Omdat nl. de Duitse geluidsopnames in een door de maker gekozen volgorde zijn geplaatst en voorzien zijn van anti-fascistisch commentaar, is hiermede een nieuw oorspronkelijk werk ontstaan in de zin van het Nederlands auteursrecht.

Dit betekent dat de maker van de plaat of diens rechtverkrijgende op grond van art. 1 Aw het exclusieve recht heeft om de plaat openbaar te maken en te verveelvoudigen.

Onderzoek door de stichting.

De stichting heeft een onderzoek ingesteld naar de auteursrechthebbende van de plaat. In dit verband wordt gewezen op correspondentie met Stemra en haar Amerikaanse tegenhanger Harry Fox Agency, Inc. te New-York. Dit onderzoek heeft niet geleid tot de opsporing van de auteursrechthebbende. Wel kan uit informatie van Stemra afgeleid worden, dat de Staat Beieren mogelijk auteursrechthebbende van de Duitse geluidsopnames is.

Scenario I.

Indien de stichting de plaat in Nederland op cassette en/of CD uitbrengt, is het denkbaar dat de maker van de plaat of diens rechtverkrijgende zich aanmeldt en het auteursrecht op de plaat claimt. In dit geval zou nader onderzoek de geldigheid van deze claim moeten uitwijzen.

Dit betekent dat de aanmelder in eerste instantie moet aantonen dat hij als auteursrechthebbende aangemerkt dient te worden. Indien hij hierin zou slagen, is het vervolgens de vraag

Advies inzake "Hitler's Inferno"

15 september 1994

of hij i.c. zijn auteursrecht kan doen gelden, aangezien op de plaat geen copyright notice is aangebracht. Verder is het mogelijk dat zijn auteursrecht inmiddels door tijdsverloop verstreken is (50 jr. na de dood van de maker of na eerste openbaarmaking).

Indien echter uit dit nader onderzoek zou blijken dat de aanmelder inderdaad aan te merken is als auteursrechthebbende en hij zijn auteursrecht kan doen gelden, kan hij of de exploitatie van de plaat door de stichting verbieden of aan de stichting toestemming verlenen voor de exploitatie in ruil voor een vergoeding (licentie).

Scenario II.

Indien de stichting de plaat in Nederland op cassette en/of CD uitbrengt, moet -gelet op de informatie verkregen van Stemra- eveneens rekening gehouden worden met de mogelijkheid, dat de Staat Beieren zich aanmeldt en het auteursrecht en de daarbij behorende exclusieve exploitatierechten op de *originele Duitse geluidsopnames* claimt. Ook in dit geval zou nader onderzoek de geldigheid van deze claim moeten uitwijzen.

Dit betekent dat de Staat Beieren in ieder geval zou moeten aantonen dat de Duitse geluidsopnames, die vlak na WOII door Duitse radiostations zijn uitgezonden, auteursrechtelijk beschermd zijn. Naar huidig Nederlands auteursrecht moet in dit verband aangenomen worden dat de kans groot is dat de destijds uitgezonden Duitse geluidsopnames voor auteursrechtelijke bescherming in aanmerking komen.

Echter, indien vast zou komen te staan dat de Duitse geluidsopnames inderdaad auteursrechtelijk beschermd zijn, kan de stichting op goede gronden aanvoeren dat er i.c. sprake moet zijn van een beperking van het auteursrecht op de uitgezonden Duitse geluidsopnames. De stichting kan nl. het standpunt innemen dat de Duitse geluidsopnames destijds uitgezonden werden door

Advies inzake "Hitler's Inferno"

15 september 1994

en/of vanwege de openbare macht en derhalve in beginsel publiek domein zijn.

In dit verband stelt art. 15b Aw dat: "Als inbreuk op het auteursrecht op een door of vanwege de openbare macht openbaar gemaakt werk van letterkunde, wetenschap of kunst wordt niet beschouwd verdere openbaarmaking of verveelvoudiging daarvan, tenzij het auteursrecht, hetzij in het algemeen bij wet, besluit of verordening, hetzij in een bepaald geval blijkens mededeling op het werk zelf of bij openbaarmaking daarvan uitdrukkelijk is voorbehouden ..."

Uit een kort onderzoek van het destijds geldende Duitse auteursrecht is vooralsnog niet gebleken van een wet, besluit of verordening op grond waarvan het auteursrecht op destijds door en/of vanwege de openbare macht uitgezonden Duitse geluidsopnames uitdrukkelijk is voorbehouden. Evenmin is op dit moment aannemelijk dat het auteursrecht destijds bij uitzending van de Duitse geluidsopnames uitdrukkelijk is voorbehouden. Dit betekent dat een beroep van de stichting op de beperking van het auteursrecht ingevolge art. 15b Aw -behoudens tegenbewijs van de Staat Beieren- een **goede kans van slagen**³ zou hebben.

Echter, indien dit beroep niet zou slagen, moet rekening gehouden worden met de mogelijkheid dat de Staat Beieren als auteursrechthebbende op de destijds uitgezonden Duitse geluidsopnames verdere exploitatie kan verbieden of kan onderwerpen aan haar toestemming.

Conclusies.

Door verdere exploitatie van de plaat zou de stichting geconfronteerd kunnen worden met auteursrechtelijke aanspraken van de maker van de plaat of diens rechtverkrijgende. In deze situatie kan de stichting een beroep doen op het ontbreken van een copyright notice en mogelijkerwijze op de afloop van de beschermingsduur van het auteursrecht.

³ Vetgedrukt op verzoek van de stichting.

Advies inzake "Hitler's Inferno"

15 september 1994

Verder zou de stichting geconfronteerd kunnen worden met auteursrechtelijke aanspraken van de Staat Beieren. In deze situatie kan de stichting een beroep doen op art. 15b Aw.

Indien in een eventuele rechterlijke procedure de genoemde verweren van de stichting niet gehonoreerd zouden worden, kan de stichting haar voornemen om de plaat in Nederland op cassette en/of CD uit te brengen slechts realiseren door middel van een licentie van de auteursrechthebbende.

De beoordeling door de stichting van de vraag of verdere exploitatie van de plaat een **goede kans van slagen**⁴ heeft, zal dienen te geschieden met inachtneming van de hiervoor genoemde risico's die verbonden zijn aan deze verdere exploitatie.

Wde Zeeuw.

Mr. W. de Zeeuw.

⁴ Vetgedrukt op verzoek van de stichting.



Stichting Stemra

Buma/Stemra-huis
Prof. E.M. Meijerslaan 3
1183 AV Amstelveen
Telefoon 020-5407911

Postbus 725 1180 AS Amstelveen
Telefax 020-5407496
KvK Amsterdam S 198521

ABN•AMRO bank 43.30.73.500
ING bank 69.73.60.016
Postbank 372484

Aangesloten bij het
Internationaal Bureau voor
Mechanisch Reproductierecht
BIEM te Parijs

Intermediary Foundation of the Universal Declaration of
Human Rights
Postbus 324
5660 AH GELDROP

t.a.v. de heer J.P. van de Wittenboer

Datum 17 oktober 1994
Doorkiesnr 5407 418/242
Onze ref. JPV/Jolanda van Dam
Betreft Produktie in eigen beheer

Geachte heer van de Wittenboer,

Bij deze bevestigen wij het ontvangst van het juridisch
rapport inzake "Hitler's Inferno".

In het vertrouwen u hiermee van dienst te zijn geweest.

Met vriendelijke groeten,
STICHTING STEMRA

J.P. Vink



THE HARRY FOX AGENCY, INC.
a subsidiary of NATIONAL MUSIC PUBLISHERS' ASSOCIATION, INC.

October 17, 1995

Mr. J.P. van den Wittenboer
Intermediary Foundation of the Universal Declaration of Human Rights
Postbox 324
5660 AH Geldrop
THE NETHERLANDS

Re: *Hitler's Inferno Project*

Dear Mr. van den Wittenboer:

Thank you for your letter dated August 16th; please excuse my delay in responding to your inquiry. I regret that we cannot provide you with any recommendations on U.S. record companies who may wish to act as your distributor. I am, however, enclosing a section from the 1995 Billboard International Buyer's Guide in the event you wish to contact any of them directly.

Sincerely,

A handwritten signature in blue ink, which appears to read 'Frank S. Rittman', is written over the typed name.

Frank S. Rittman
International Business Administrator

encl.

cc: Edward P. Murphy
Yoshio Inomata

PAYTON
BUSINESS LEGAL ADVICE

Vestdijk 9
5611 CA Eindhoven
The Netherlands
Tel +31-40-465117
Fax +31-40-455202

John W. Payton, Esq.
Mr. W. de Zeeuw
Dutch Counsel
Mr. G. H. M. Rooijackers
Of Counsel

Intermediary Foundation of the
Universal Declaration of Human Rights
Postbus 324
5660 AH Geldrop
T.a.v. de heer J.P. van den Wittenboer.

Declaratie: 940183

28 juni 1994.

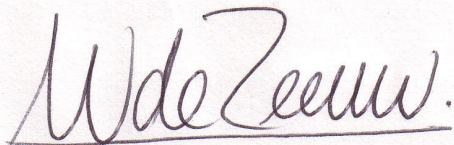
Geachte heer Van den Wittenboer,

Gelieve hierbij mijn declaratie aan te treffen naar aanleiding van ons gesprek van vandaag, waarin ik u geadviseerd heb met betrekking tot de auteursrechtelijke aspecten van een CD release van "Hitler's Inferno".

Advieskosten	f	200.00	
Administratiekosten 5%	f	<u>10.00</u>	+
Totaal	f	210.00	
BTW 17.5%	f	<u>36.75</u>	+
Totaal verschuldigd	f	246.75	
		=====	

Ik verzoek u om dit bedrag binnen 30 dagen na dagtekening te voldoen door overmaking naar de Rabobank, rek.nr. 11.37.58.510, onder vermelding van bovenstaand declaratienummer.

Hoogachtend,



Mr. W. de Zeeuw.

PAYTON
BUSINESS LEGAL ADVICE

Vestdijk 9
5611 CA Eindhoven
The Netherlands
Tel +31-40-465117
Fax +31-40-455202

John W. Payton, Esq.
Mr. W. de Zeeuw
Dutch Counsel
Mr. G. H. M. Rooijackers
Of Counsel

Intermediary Foundation of the
Universal Declaration of Human Rights
Postbus 324
5660 AH Geldrop
T.a.v. de heer J.P. van den Wittenboer.

Declaratie: 940193

25 augustus 1994.

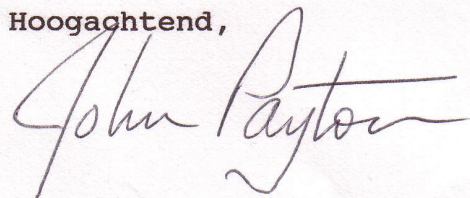
Geachte heer Van den Wittenboer,

Gelieve hierbij een specificatie aan te treffen met betrekking tot de door ons verleende diensten in de afgelopen maand.

Kosten dienstverlening	f	483.00
BTW 17.5%	f	<u>84.53</u> +
Totaal verschuldigd	f	567.53 =====

Ik verzoek u om dit bedrag binnen 30 dagen na dagtekening te voldoen door overmaking naar de Rabobank, rek.nr. 11.37.58.510, onder vermelding van bovenstaand declaratienummer.

Hoogachtend,



John W. Payton.

PAYTON
BUSINESS LEGAL ADVICE

Specificatie: 26/07/94 - 25/08/94

Zaak

Uren
Mr. de Zeeuw

Hitler's inferno

- gesprek 27/07/94	1.30
- voorbereiding advies	1.00

Totaal uren	2.30
Uurtarief	f 200.00
Subtotaal	f 460.00
Administratiekosten 5%	f 23.00 +
Kosten dienstverlening	f 483.00
BTW 17.5%	f 84.53 +
Totaal verschuldigd	f 567.53
	=====

PAYTON
BUSINESS LEGAL ADVICE

Vestdijk 9
5611 CA Eindhoven
The Netherlands
Tel +31-40-465117
Fax +31-40-455202

John W. Payton, Esq.
Mr. W. de Zeeuw
Dutch Counsel
Mr. G. H. M. Rooijackers
Of Counsel

I.F.U.D.H.R.
Postbus 324
5660 AH Geldrop
T.a.v. de heer van den Wittenboer.

Declaratie: 940203

26 September 1994.

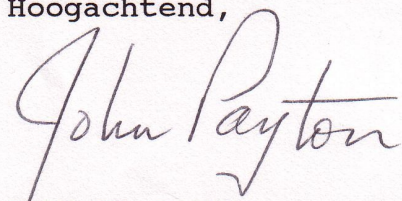
Geachte heer van den Wittenboer,

Gelieve hierbij een specificatie aan te treffen met betrekking tot de door ons verleende diensten in de afgelopen maand.

Kosten dienstverlening	f	735.00
BTW 17.5%	f	<u>128.63</u>
Totaal verschuldigd	f	<u>863.63</u> X
		=====

Ik verzoek u om dit bedrag binnen 30 dagen na dagtekening te voldoen door overmaking naar de Rabobank, rek.nr. 11.37.58.510, onder vermelding van bovenstaand declaratienummer.

Hoogachtend,


John W. Payton.

PAYTON
BUSINESS LEGAL ADVICE

Specificatie: 26/08/94 - 25/09/94

Zaak

Uren
Mr. de Zeeuw

Hitler's inferno

- advies	2.50
- gesprek 12/09/94	1.00

Totaal uren		4.50
Uurtarief	f	200.00
Subtotaal	f	700.00
Administratiekosten 5%	f	35.00
Kosten dienstverlening	f	735.00
BTW 17.5%	f	128.63
Totaal verschuldigd	f	863.63
		=====

PAYTON
BUSINESS LEGAL ADVICE

Vestdijk 9
5611 CA Eindhoven
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Fax +31-40-455202

John W. Payton, Esq.
Mr. W. de Zeeuw
Dutch Counsel
Mr. G. H. M. Rooijackers
Of Counsel

I.F.U.D.H.R.
Postbus 324
5660 AH Geldrop
T.a.v. de heer van den Wittenboer.

Declaratie: 940212

26 oktober 1994.

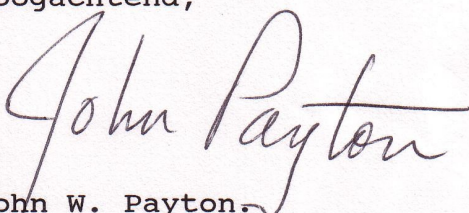
Geachte heer van den Wittenboer,

Gelieve hierbij een specificatie aan te treffen met betrekking tot de door ons verleende diensten in de afgelopen maand.

Kosten dienstverlening	f	210.00
BTW 17.5%	f	36.75
Totaal verschuldigd	f	<u>246.75</u>
		=====

Ik verzoek u om dit bedrag binnen 30 dagen na dagtekening te voldoen door overmaking naar de Rabobank, rek.nr. 11.37.58.510, onder vermelding van bovenstaand declaratienummer.

Hoogachtend,


John W. Payton.

PAYTON
BUSINESS LEGAL ADVICE

Specificatie: 26/09/94 - 25/10/94

Zaak

Uren
Mr. de Zeeuw

Hitler's inferno
- gesprek 11/10/94 1.00

Totaal uren		1.00
Uurtarief	f	<u>200.00</u>
Subtotaal	f	<u>200.00</u>
Administratiekosten 5%	f	<u>10.00</u>
Kosten dienstverlening	f	<u>210.00</u>
BTW 17.5%	f	<u>36.75</u>
Totaal verschuldigd	f	<u>246.75</u>
		=====

PAYTON
BUSINESS LEGAL ADVICE

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5611 CA Eindhoven
The Netherlands
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John W. Payton, Esq.
Mr. W. de Zeeuw
Dutch Counsel
Mr. G. H. M. Rooijackers
Of Counsel

I.F.U.D.H.R.
Postbus 324
5660 AH Geldrop
T.a.v. de heer van den Wittenboer.

Declaratie: 940218

25 november 1994.

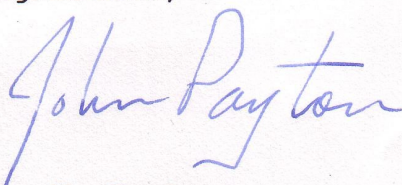
Geachte heer van den Wittenboer,

Gelieve hierbij een specificatie aan te treffen met betrekking tot de door ons verleende diensten in de afgelopen maand.

Kosten dienstverlening	f	315.00
BTW 17.5%	f	55.13
Totaal verschuldigd	f	<u>370.13</u>
		=====

Ik verzoek u om dit bedrag binnen 30 dagen na dagtekening te voldoen door overmaking naar de Rabobank, rek.nr. 11.37.58.510, onder vermelding van bovenstaand declaratienummer.

Hoogachtend,



John W. Payton.

PAYTON
BUSINESS LEGAL ADVICE

Specificatie: 26/10/94 - 25/11/94

Zaak

Uren
Mr. de Zeeuw

Hitler's inferno	
- gesprek 28/10/94	0.50
- meeting 11/11/94	1.00

Totaal uren		1.50
Uurtarief	f	200.00
Subtotaal	f	300.00
Administratiekosten 5%	f	15.00
Kosten dienstverlening	f	315.00
BTW 17.5%	f	55.13
Totaal verschuldigd	f	370.13
		=====

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I.F.U.D.H.R.
Postbus 324
5660 AH Geldrop
T.a.v. de heer van den Wittenboer.

Declaratie: 950008

27 maart 1995.

Geachte heer van den Wittenboer,

Gelieve hierbij een specificatie aan te treffen met betrekking tot de door ons verleende diensten in de afgelopen maand.

Kosten dienstverlening	f	168.00
BTW 17.5%	f	29.40
Totaal verschuldigd	f	197.40

=====



Ik verzoek u om dit bedrag binnen 30 dagen na dagtekening te voldoen door overmaking naar de Rabobank, rek.nr. 11.37.58.510, onder vermelding van bovenstaand declaratienummer.

Hoogachtend,

John W. Payton.

PAYTON
BUSINESS LEGAL ADVICE

Specificatie: 26/02/95 - 25/03/95

Zaak

Uren
Mr. de Zeeuw

Hitler's inferno
- meeting 28/02/95 0.80

Totaal uren		0.80
Uurtarief	f	<u>200.00</u>
Subtotaal	f	<u>160.00</u>
Administratiekosten 5%	f	<u>8.00</u>
Kosten dienstverlening	f	<u>168.00</u>
BTW 17.5%	f	<u>29.40</u>
Totaal verschuldigd	f	<u>197.40</u>
		=====

EXECUTIVE SUMMARY

Fifteen years of experience gained from working in the American, Asian and European marketplaces enables Payton Business Legal Advice ("PBLA") to provide a unique selection of legal services, including the areas of :

◆ **U.S. LITIGATION**

Expert, efficient and economic solutions for dealing with the very un-European demands of the U.S. judicial system.

◆ **INTELLECTUAL PROPERTY RIGHTS**

In addition to the traditional fields of licensing patents, trademarks and know-how, PBLA has special expertise in exploiting licensing of software copyrights in the fast developing field of new media for interactive products.

◆ **LEGAL RISK MANAGEMENT**

The increasing awareness and exercise of legal rights has created a corresponding increase in legal risks. PBLA has developed a comprehensive system for analysing and managing the legal risks inherent in your business.

◆ **CORPORATE GOVERNANCE**

The Netherlands is an ideal location from which foreign companies can manage their European organisations. A widespread fluency in English among a highly skilled labour force, together with excellent access to the transportation structure of the European Union provides a firm foundation to an international company's decision to place a European organisation in Holland. PBLA can guide you in dealing with the formal requirements and procedures for doing business in the Netherlands.

It is our intention that this documentation will give you a clear and concise overview of the services we can provide for you. Should questions arise during your review of the more in-depth information contained in this brochure, or should you desire to discuss one or more issues of concern, please contact our office and arrange for a convenient appointment.

We at Payton Business Legal Advice look forward to being of service to you in the future.

PAYTON

BUSINESS LEGAL ADVICE

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Tel +31-40-465117 - Fax +31-40-455202

LICENSING OF INTELLECTUAL PROPERTY RIGHTS

Payton Business Legal Advice benefits from 15 years of experience in licensing transactions between and among American, Asian and European clients. In addition to the traditional fields of licensing patents, trademarks and know-how, Payton Business Legal Advice has special expertise in exploiting licensing of software copyrights in the fast developing field of new media for interactive products, including CDI and Personal Digital Assistants. Licensing can benefit your company in two ways, viz. granting royalty-bearing licenses under your Intellectual Property Rights, and acquiring licenses under the rights of others.

Often overlooked aspects of licensing include:

- ◆ Establishing joint ventures;
- ◆ Licensing secret know-how to trustworthy parties in other markets;
- ◆ Licensing secret know-how from other parties;
- ◆ Exploiting well-known trademarks in new markets and territories; and
- ◆ Benefiting from non-exclusive licensing.

Effective exploitation of your Intellectual Property Rights can generate substantial royalty income. The experience and expertise offered by Payton Business Legal Advice can help your company achieve optimal exploitation of your intellectual property.

PAYTON

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CORPORATE GOVERNANCE

Dutch law prescribes a variety of formal requirements and procedures for doing business through Dutch subsidiaries or branch offices. Corporate Governance is the general term used to describe the process of complying with the formal requirements and procedures applicable to setting up, financing, operating, and/or liquidating a corporation (including a subsidiary) or other entity, particularly in its relationship with government agencies.

Aspects of Corporate Governance include:

- ◆ Setting up a subsidiary or a branch office;
- ◆ Establishing a holding structure in the Netherlands for your European subsidiaries;
- ◆ Designing or changing the Articles of Association of your subsidiary to meet the needs of your business;
- ◆ Issuing and/or transferring shares;
- ◆ Appointing corporate officers;
- ◆ Publishing the annual accounts;
- ◆ Organising the annual general meeting of shareholders and the meetings of other corporate bodies; and
- ◆ Legal aspects of employing and dismissing local personnel.

All of these activities involve extensive contacts with representatives of various Government agencies such as the Ministry of Justice, Municipal and Provincial authorities, tax authorities, and public unemployment and disability insurance association (GAK). The strength of Payton Business Legal Advice is our ability to act as an interface between your company and these agencies. Additionally, our network of specialists in such fields as trademarks and trade names registration, environmental and other issues can facilitate your smooth transition into doing business in the Netherlands.

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BUSINESS LEGAL ADVICE

*Vestdijk 9, 5611 CA Eindhoven, The Netherlands
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LEGAL RISK MANAGEMENT

From the moment your company enters into a contractual relationship, you inevitably create legal risks. Legal Risk Management is the process of establishing and maintaining procedures for identifying and avoiding the consequences of legal risks. Failure to manage your legal risks effectively can result in civil and/or criminal sanctions being imposed by (inter)national judicial institutions.

Regardless of size, specific areas of potential risk to a business include:

- ◆ Unauthorised representation;
- ◆ Conflicts among existing contractual arrangements;
- ◆ Anti-Trust and unfair business practices;
- ◆ Product liability; and
- ◆ Regulatory compliance with respect to issues such as employees, share certificates and environmental issues.

Certain contractual relationships by nature carry particularly high levels of risk. Such relationships include:

- ◆ Mergers and joint ventures;
- ◆ Acquisitions and divestitures; and
- ◆ Licensing Agreements.

THE LEGAL AUDIT -- YOUR KEY TO LEGAL RISK MANAGEMENT

Payton Business Legal Advice has developed a comprehensive system for analysing and managing the legal risks inherent in your business, which we refer to as "The Legal Audit". The Legal Audit is an analysis of all contracts and other legal documents which define a company's relationship with other companies and with Government organisations, and the legal risks inherent in these relationships.

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U.S. LITIGATION

The high rewards and unlimited opportunities offered by the U.S. marketplace carry with them the responsibility of working within the U.S. legal system. The following aspects of the American legal system have broad similarities to European practice, but can have very different consequences.

TYPES OF U.S. LITIGATION

◆ Product Liability

The concept of Product Liability in America is essentially identical to that of European concepts, in that the manufacturer is responsible for the damage caused by the products he creates. The main difference lies in the high jury damage awards of the American judicial system.

◆ Anti-Trust

American Anti-Trust concepts are broadly similar to European anti-cartel concepts. However, the already high jury damage awards are automatically tripled as punishment for violations.

◆ Pre-Merger Notification

Unlike European procedures, U.S. Pre-Merger Notification may also entail a U.S. Government request to conduct an extensive search of the files of the companies involved (Document Discovery).

PRE-TRIAL DISCOVERY

One of the surprising aspects of U.S. litigation in these three areas is its reliance on Pre-Trial (or Pre-Merger) Discovery as a tool for providing each party with the evidence in the possession of the other, thereby allowing the parties an insight into the strength of each other's position. Your opponent, or in the case of mergers, the U.S. Government, has a right to all relevant information discovered according to the rules applicable to Discovery. Failure to comply with Discovery requests can lead to a verdict in favour of your opponent.

Pre-Trial (or Pre-Merger) Discovery includes:

◆ Interrogatories

Interrogatories are written questions requesting specific information, documents and/or objects, and must be reasonably calculated to lead to the discovery of admissible evidence without being unduly burdensome to the other party.

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◆ **Document Discovery**

Document Discovery is an extremely invasive aspect of Discovery requiring the production of copies of documents that are relevant to the case and responsive to specific document requests. It can often involve the review of hundreds of thousands of pages of files, and the production of tens of thousands of pages of copies.

Virtually all files kept by a company or any of its employees are subject to Document Discovery.

◆ **Depositions**

Depositions are interviews, translated when necessary, under oath of one party or its employees by the attorney of the other party. Questions and answers are written down by an official court reporter, and may be submitted in evidence. In Europe, the nearest U.S. Consul often administers the oath.

MANAGING U.S. LITIGATION

Payton Business Legal Advice provides an expert, efficient and economic solution for dealing with the very un-European demands of the U.S. judicial system. We work as a cost-effective team of specialists in the field of in-house preparation for U.S. litigation. Our services cover all aspects of Pre-Trial Discovery including:

- ◆ Preliminary file searches in order to assist your lead attorney in defining the issues involved;
- ◆ Co-ordination of responses to Interrogatories;
- ◆ Comprehensive file searches in response to document requests;
- ◆ Arranging document copying, translation and shipment services; and
- ◆ Co-ordination of the deposition process including witness preparation and arranging for interpretation, Consular and court reporting services.

Fifteen years of expertise gained from working within the European marketplace enables us to provide a sensitive and experienced interface between you and your U.S. lawyer. Our services can be of essential value to you at a time when you are facing a baffling and seemingly unfair process.

PAYTON

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BUNDESKANZLERAMT

121 - K - 204 857/95/0001
(Bei Antwort bitte angeben)

Bundeskanzleramt 53106 Bonn

53106 Bonn, den 15. Mai 1995

Adenauerallee 141

Fernruf 0228/56- 0
oder 0228/560 (Vermittlung)

Telex 886750
Telefax 0228/562357

An
Intermediary Foundation of the
Universal Declaration of Human Rights
z.Hd. des Vorsitzenden
Herrn J.P. van den Wittenboer
Postbox: 3 24
5660 AH Geldrop
Niederlande

Sehr geehrter Herr van den Wittenboer,

ich bestätige den Eingang Ihres Schreibens vom 8. Mai 1995 zu dem Projekt "Hitler's Inferno". Darin geht es um Urheberrechte, die aufgrund besatzungsrechtlicher Maßnahmen nach dem 2. Weltkrieg auf der Grundlage des Gesetzes zur Befreiung von Nationalsozialismus und Militarismus dem Freistaat Bayern übertragen worden sind.

Ich habe deshalb Ihr Schreiben sowie sämtliche mitgesandten Anlagen (darunter 2 Tonband-Cassetten) dem Bayerischen Staatsministerium der Finanzen zugeleitet. Weitere Antwort wollen Sie bitte von dort erwarten.

Mit freundlichen Grüßen
Im Auftrag


Germe Imann



"Orphan" works: informal deal done between MEPs and Council

Committees: Committee on Legal Affairs

A photo, a film or a poem that is covered by a copyright, but whose right holder cannot be found, could be made publicly available across the EU, under draft legislation informally agreed by Parliament and Council representatives on Wednesday. This legislation would allow everyone to access such "orphan works" and take forward the project of making Europe's cultural heritage available online.

Lidia Geringer de Oedenberg (S&D, PL), who is steering the legislation through Parliament and led the negotiations, welcomed the deal as a: "first step towards harmonisation of copyright rules in the EU". "The regulation will promote culture and finally make it possible to make some hidden treasures available to the general public", she added at the end of the negotiating round.

Parliament's negotiating team secured provisions to make it safer and easier for public institutions such as museums and libraries to search for and use orphan works. These provisions include clear rules on compensation for right holders who come forward after a work has been placed on line and a possibility for institutions to use any revenue from its use to pay search and digitisation costs.

Today, digitising an orphan work can be difficult if not impossible, since in absence of the right holder there is no way to obtain permission to do so. The new rules would protect institutions using orphan works from future copyright infringement claims, and thus avoid court cases like that in the US, in which a Google project to digitise and share all kinds of books, including orphan works, was blocked on the grounds that the orphan works question should be settled by legislation, not private agreements.

"Diligent" search to protect copyright

According to the agreed text, a work would be deemed to be orphan if, after a "diligent" search made in good faith, it was not possible to identify or locate the copyright holder. The draft legislation lays down criteria for carrying out the search.

Works granted orphan status would be then made public, through digitisation and only for non-profit purposes. A work deemed to be "orphan" in any one Member State would be deemed as such throughout the EU. This would apply to any audiovisual or printed material, including a photograph or an illustration embedded in a book, published or broadcast in any EU country. It would also apply to works not published but nonetheless made available by institutions, provided that they could reasonably assume that the right holder would not object to this act.

Compensation if copyright holder shows up

MEPs agreed that the right holder should be entitled to put an end to the orphan status of a work at any time and claim an appropriate compensation for the use made out of it.

Press release

They nonetheless inserted a provision to protect public institutions from the risk of having to pay large sums to authors who show up later. compensation would have to be calculated case by case, taking account of the actual damage done to the author's interests and the fact that the use was non-commercial. This should ensure that compensation payments remain small.

Council representatives also agreed to a proposal by MEPs that a new article be inserted in the draft legislation to allow public institutions to generate some revenue from the use of an orphan work (e.g. goods sold in a museum shop). All of this revenue would have to be used to pay for the search and the digitisation process.

Next steps

The outcome will need final approval from the Committee on Legal Affairs, Parliament as a whole and in the Council.

Contact :

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EUROPEAN COMMISSION

Brussels, 24.5.2011
COM(2011) 289 final

2011/0136 (COD)

Proposal for a

DIRECTIVE OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL

on certain permitted uses of orphan works

(Text with EEA relevance)

{SEC(2011) 615 final}

{SEC(2011) 616 final}

EXPLANATORY MEMORANDUM

1. CONTEXT OF THE PROPOSAL

Prior authorisations are necessary to make works protected by copyright available to the public in an online digital library or archive. When the relevant copyright owner cannot be identified or found the works in question are known as orphan works. Consequently, the necessary authorisations to make available works online cannot be obtained. Libraries or other institutions that make works available online to the public without prior authorisation risk infringing copyright.

The main objective of this proposal is to create a legal framework to ensure the lawful, cross-border online access to orphan works contained in online digital libraries or archives operated by a variety of institutions that are specified in the proposal when such orphan works are used in the pursuance of the public interest mission of such institutions. Such works include works which are published in the form of books, journals, newspapers, magazines or other writings, including works embedded in them, as well as audiovisual and cinematographic works in the collections of film heritage institutions, and audio, audiovisual and cinematographic works contained in the archives of public service broadcasting organisations and produced by them. With regard to the archives of public service broadcasters and the special position of public service broadcasters as producers there is a need to limit the phenomena of orphan works by providing a cut off date for works that are within the scope of the proposal.

This aim is to be achieved through a system of mutual recognition of the orphan status of a work. In order to establish the "orphan work" status, libraries, educational establishments, museums or archives, film heritage institutions and public service broadcasting organisations are required to carry out a prior diligent search, in line with the requirements specified in the proposed directive, in the Member State where the work was first published. Once the diligent search establishes the "orphan status" of a work, the work in question will be deemed an orphan work throughout the EU, obviating the need for multiple diligent searches. On this basis, it will be possible to make orphan works available online for cultural and educational purposes without prior authorisation unless the owner of the work puts an end to the orphan status.

This initiative builds on the Commission's 2006 Recommendation on the digitisation and online accessibility of cultural content and digital preservation¹. Despite the Recommendation, only a handful of Member States have implemented orphan works legislation. The few existing national solutions are circumscribed by the fact that they limit online access to citizens resident in their national territories.

The creation of a legal framework to facilitate the cross-border digitisation and dissemination of orphan works in the single market is also one of the key actions identified in the Digital Agenda for Europe² which is part of the Europe 2020 Strategy³.

¹ Commission Recommendation 2006/585/EC of 24 August 2006 on the digitisation and online accessibility of cultural content and digital preservation (OJ L 236, 31.8.2006, p. 28-30).

² A Digital Agenda for Europe - COM(2010) 245.

³ Europe 2020: A strategy for smart, sustainable and inclusive growth:
http://ec.europa.eu/eu2020/index_en.htm

2. RESULTS OF CONSULTATIONS WITH THE INTERESTED PARTIES AND IMPACT ASSESSMENTS

• Consultation of interested parties

In 2006, a High Level Expert Group on Digital Libraries was established bringing together stakeholders concerned with digitization and online accessibility of cultural material, including orphan works⁴. The Group adopted a "Final Report on Digital Preservation, Orphan Works and Out-of-Print Works"⁵. A "Memorandum of Understanding on Diligent Search Guidelines for Orphan Works" was signed by representatives of libraries, archives and rightholders⁶.

In 2008, the Commission's Green Paper on Copyright in the Knowledge Economy⁷ sought the views of stakeholders on, *inter alia*, the necessity of further action in relation to orphan works⁸. On 19 October 2009, the Commission adopted the follow-up Communication on Copyright in the Knowledge Economy⁹ in which it announced that it would carry out an impact assessment on how to deal with orphan works in the EU.

On 26 October 2009, the Commission held a public hearing where all interested parties presented their views on orphan works. On 10 November 2009, the Swedish Presidency and the European Parliament organised a joint hearing on orphan works and access to works for the visually impaired.

Throughout 2009-2010, the Commission services held meetings with a variety of stakeholders on a bilateral basis to discuss the relevant issues in more detail.

• Impact assessment

The impact assessment analyses six options: (1) do nothing, (2) a statutory exception to copyright, (3) extended collective licensing, (4) an orphan-specific licence granted by collecting societies, (5) an orphan-specific licence granted by a public body, and (6) the mutual recognition of national solutions regarding orphan works.

All policy options (except Option 1) are premised on the adoption of a directive that will require all Member States to enact specific orphan works legislation within a specified timeframe. All policy options, except Option 3, are premised on the requirement that a diligent search is necessary prior to the making available of an orphan work in an online digital library.

⁴ Commission Decision of 27 February 2006 on setting up a High Level Expert Group on Digital Libraries (OJ L 63, 4.3.2006, p. 25-27). The Group was subsequently renewed by Commission Decision of 25 March 2009 (OJ 82, 28.3.2009, p. 9-11).

⁵ http://ec.europa.eu/information_society/activities/digital_libraries/experts/hleg/index_en.htm

⁶ http://ec.europa.eu/information_society/activities/digital_libraries/doc/hleg/orphan/guidelines.pdf

⁷ COM(2008) 466.

⁸ Responses to the consultation are available at http://circa.europa.eu/Public/irc/markt/markt_consultations/library?l=/copyright_neighbouring/consultation_copyright&vm=detailed&sb=Title. See Annex, Chapters 1 and 2 for the analysis of the responses.

⁹ COM(2009) 532.

The statutory exception (Option 2) would avoid the burden of obtaining a copyright licence but maintain the prior diligent search. However, this option provides for less legal certainty as there is no third party certification of the diligent search.

Option 3, the model of "extended collective licences" assumes that, once a collecting society authorises a library to make books available on a website, this licence, by virtue of a statutory extension, will cover all works in that category, including orphan works (i.e., books, films). The collecting society is considered to represent such "outliers" independent of whether it has carried out a diligent search to identify or locate the author. The absence of a diligent search prevents an approach based on mutual recognition of the orphan work status. An extended collective licence is also normally only valid in the national territory in which the statutory presumption applies.

The specific licence for orphan works (Option 4) provides libraries and the other beneficiaries with a high level of legal certainty against damage claims by reappearing owners. This option requires both a diligent search to determine the orphan status prior to the granting of the licence and a specific licensing arrangement pertaining to orphan works.

The government licence covering orphan works (Option 5) constitutes a public certification of the diligent search and thus grants a high level of legal certainty to the digital library. But this certainty comes at a price in terms of administrative burden. This is why earlier incarnations of this system have had limited impact and are not used in relation to large scale digital library projects.

An approach based on mutual recognition of the orphan status (Option 6) allows libraries and other beneficiaries to enjoy legal certainty as to the "orphan status" of a particular work. Mutual recognition ensures that the orphan works contained in a digital library would be available to citizens across Europe.

3. LEGAL ELEMENTS OF THE PROPOSAL

- **Summary of the proposed action**

The proposal deals with the diligent search necessary to identify whether a particular work is an orphan work and, once this has been established, to make it legal to make this work available to the public online under certain conditions and for specific purposes. The proposal also clarifies the application of extended collective licences to works which are potentially orphan works.

- **Legal basis**

Article 114 TFEU

- **Subsidiarity principle**

A legislative proposal in the form of a directive is necessary because voluntary approaches, notably Commission Recommendation 2006/585/EC of 24 August 2006, have not produced the desired result. In addition, the coexistence of uncoordinated national approaches

governing orphan works in online libraries makes it difficult for a library to make orphan works available across EU Member States¹⁰.

- **Proportionality principle**

Because the orphan work problem is a major impediment to the creation of digital libraries, a coherent EU framework for online access to orphan works is the least intrusive option to achieve the desired result. All other approaches would require significantly more administrative overhead and licensing infrastructures just for orphan works.

- **Choice of instruments**

Proposed instrument: Directive.

Main articles of the proposal

Article 1 sets out the scope and subject matter of the Directive as a variety of material contained in public libraries, educational establishments, museums and archives as well as in the collections of film heritage institutions and archives of public service broadcasting organisations. In the print sector, it also covers visual works such as photographs and illustrations contained in these published works.

Article 2 contains the definition of an orphan work. The definition of an orphan work incorporates the requirement of a diligent search.

Article 3 explains how the diligent search is to be carried out by those who are permitted to use orphan works. Article 3 clarifies that a diligent search need only be carried out in the Member State of first publication of the work.

Article 4 establishes the principle of mutual recognition whereby a work deemed to be an orphan work after a diligent search carried out in accordance with Article 3 shall be considered an orphan work in all Member States.

Article 5 concerns the possibility to put an end to the orphan work status.

Article 6 enumerates the uses that the named beneficiaries are permitted to undertake with respect to orphan works (to make them available to the public, within the meaning of Article 3 of Directive 2001/29/EC, and to reproduce such works, within the meaning of Article 2 of Directive 2001/29/EC, for the purposes of achieving their public interest mission).

Article 7 specifies how Member States may permit certain additional uses under specific conditions.

4. BUDGETARY IMPLICATION

The proposal has no implication for the Union budget.

¹⁰ In some Member States, e.g. France, preparatory work on a legislative solution expressly acknowledges that a European solution is required - Conseil Supérieur de la Propriété Littéraire et Artistique *Commission sur les œuvres orphelines*, p. 19.

5. OPTIONAL ELEMENTS

- **European Economic Area**

The proposed act concerns an EEA matter and should extend to the European Economic Area.

Proposal for a

DIRECTIVE OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL

on certain permitted uses of orphan works

(Text with EEA relevance)

THE EUROPEAN PARLIAMENT AND THE COUNCIL OF THE EUROPEAN UNION,

Having regard to the Treaty on the Functioning of the European Union, and in particular Articles 49, 56 and 114 thereof,

Having regard to the proposal from the European Commission,

After transmission of the draft legislative act to the national Parliaments,

Having regard to the opinion of the European Economic and Social Committee¹¹,

Acting in accordance with the ordinary legislative procedure,

Whereas:

- (1) Libraries, museums, archives, educational establishments, film heritage institutions and public service broadcasting organisations are engaged in large-scale digitisation of their collections or archives in order to create European Digital Libraries. Libraries, museums, archives, educational establishments, film heritage institutions and public service broadcasting organisations in the Member States contribute to the preservation and dissemination of European cultural heritage, which is also important for the creation of European Digital Libraries, such as Europeana. Technologies for mass scale digitisation of print materials and for search and indexing enhance the research value of the libraries' collections.
- (2) The need to promote free movement of knowledge and innovation in the internal market is an important component of the Europe 2020 Strategy, as set out in the Communication from the Commission "Europe 2020: A strategy for smart, sustainable and inclusive growth"¹², which includes as one of its flagship initiatives the development of a Digital Agenda for Europe.
- (3) Creating a legal framework to facilitate the digitisation and dissemination of works for which no author is identified or, even if identified, is not located, so called orphan works, is a key action of the Digital Agenda for Europe, as set out in the

¹¹ OJ C , , p. .
¹² COM(2010) 2020.

Communication from the Commission to the European Parliament, the Council, the European Economic and Social Committee and the Committee of Regions – A Digital Agenda for Europe¹³.

- (4) The exclusive rights for authors of reproduction and of making available to the public of their works, as harmonised under Directive 2001/29/EC of the European Parliament and Council of 22 May 2001 on the harmonisation of certain aspects of copyright and related rights in the information society¹⁴, require the consent of the author prior to the digitisation and making available of a work.
- (5) In the case of orphan works, such prior consent to carry out acts of reproduction or of making available to the public cannot be obtained.
- (6) Different approaches in the Member States to the recognition of orphan work status can present obstacles to the functioning of the internal market and the use and cross-border access to orphan works. Such different approaches can also result in restrictions on the free movement of goods and services which incorporate cultural content. Therefore, ensuring the mutual recognition of such status is appropriate.
- (7) In particular, a common approach to determine the orphan status and the permitted uses of orphan works is necessary to ensure legal certainty in the internal market with respect to the use of orphan works by libraries, museums, educational establishments, archives, film heritage institutions and public service broadcasting organisations.
- (8) Cinematographic, audio and audiovisual works in the archives of public service broadcasting organisations and produced by them include orphan works. Taking into account the special position of broadcasters as producers of audio and audiovisual material and the need to adopt measures to limit the phenomena of orphan works in the future, it is appropriate to set a cut off date relating to the application of this Directive as far as the works in the archives of broadcasting organisations are concerned.
- (9) For the purposes of this Directive, cinematographic, audio and audiovisual works in the archives of public service broadcasting organisations should be understood as including works commissioned by such organisations for their exclusive exploitation.
- (10) The creation of large online libraries facilitate electronic search and discovery tools which open up new sources of discovery for researchers and academics that would otherwise have to content themselves with more traditional and analogue search methods.
- (11) For reasons of international comity, this Directive should only apply to works that are first published or broadcast in a Member State.
- (12) Before a work can be considered an orphan work, a good faith and reasonable diligent search for the author should be carried out. Member States should be permitted to provide that such a diligent search may be carried out by the organisations referred to in this Directive or by other organisations.

¹³ COM(2010) 245.

¹⁴ OJ L 167, 22.6.2001, p. 10.

- (13) It is appropriate to provide for a harmonised approach concerning such diligent search in order to ensure a high level of protection of copyright in the Union. A diligent search should involve the consultation of publicly accessible databases that supply information on the copyright status of a work. Moreover, in order to avoid duplication of costly digitisation, Member States should ensure that use of orphan works by the organisations referred to in this Directive is recorded in a publicly accessible database. To the extent possible, publicly accessible databases of search results and use of orphan works should be designed and implemented so as to permit interlinkage with each other on a pan-European level and consultation thereof through a single entry point.
- (14) Orphan works may have several authors or include other works or protected subject matter. This Directive should not affect the rights of known or identified rightholders.
- (15) In order to avoid duplication of search efforts, a diligent search should be conducted only in the Member State where the work was first published or broadcast. In order to enable other Member States to ascertain whether the orphan status of a work has been established in another Member State, Member States should ensure that the results of diligent searches carried out in their territories are recorded in a publicly accessible database.
- (16) It is appropriate to provide that authors are entitled to put an end to the orphan status in case they come forward to claim their works.
- (17) In order to promote learning and culture, Member States should permit libraries, educational establishments and museums which are publicly accessible, as well as archives, film heritage institutions and public service broadcasting organisations, to make available and reproduce orphan works, provided such use fulfils their public interest missions, notably preservation, restoration and the provision of cultural and educational access to works contained in their collections. Film heritage institutions should, for the purposes of this Directive, cover organisations designated by Member States to collect, catalogue, preserve and restore films forming part of their cultural heritage.
- (18) Contractual arrangements may play a role in fostering the digitisation of European cultural heritage, it being understood that libraries, educational establishments, museums or archives and film heritage institutions may, with a view to undertake the uses permitted under this Directive, conclude agreements with commercial partners for the digitisation and making available of orphan works. These agreements may include financial contributions by such partners.
- (19) In order to foster the Union's citizens' access to Europe's cultural heritage, it is also necessary to ensure that orphan works which have been digitised and made available to the public in one Member State are also available in other Member States. Publicly accessible libraries, educational establishments, museum, archives, film heritage institutions and public service broadcasting organisations that use an orphan work in order to achieve their public interest missions should be able to make the orphan work available to the public in other Member States.
- (20) This Directive should be without prejudice to existing arrangements in the Member States concerning the management of rights such as extended collective licences.

- (21) Member States should also be allowed to permit the use of orphan works for purposes which go beyond the public interest missions of the organisations covered by this Directive. In such circumstances, the rights and legitimate interests of rightholders should be protected.
- (22) When a Member State authorises, under the conditions established in this Directive, the use of orphan works by publicly accessible libraries, educational establishments, museums, archives, film heritage institutions or public service broadcasting organisations for purposes beyond their public interest mission, rightholders who come forward to claim their works should be remunerated. Such remuneration should take account of the type of work and the use concerned. Member States may provide that revenues collected from such use of orphan works for the purpose of remuneration but which are unclaimed after the expiry of the period fixed in accordance with this Directive should contribute to financing rights information sources that will facilitate diligent search, by low-cost and automated means, in respect of categories of works that fall actually or potentially within the scope of application of this Directive.
- (23) Since the objectives of the action to be taken, namely legal certainty with respect to the use of orphan works, cannot be sufficiently achieved by the Member States and can therefore, by reason of the uniformity of the rules governing the use of orphan works be better achieved at Union level, the Union may adopt measures, in accordance with the principle of subsidiarity as set out in Article 5 of the Treaty on European Union. In accordance with the principle of proportionality, as set out in that Article, this Directive does not exceed what is necessary to achieve those objectives.

HAVE ADOPTED THIS DIRECTIVE:

Article 1
Subject matter and scope

1. This Directive concerns certain uses of orphan works undertaken by publicly accessible libraries, educational establishments or museums as well as by archives, film heritage institutions and public service broadcasting organizations.
2. This Directive applies to works first published or broadcast in a Member State and which are:
 - (1) Works published in the form of books, journals, newspapers, magazines or other writings, and which are contained in the collections of publicly accessible libraries, educational establishments, museums or archives, or
 - (2) Cinematographic or audiovisual works contained in the collections of film heritage institutions, or
 - (3) Cinematographic, audio or audiovisual works produced by public service broadcasting organisations before the 31 December 2002 and contained in their archives.

Article 2
Orphan works

1. A work shall be considered an orphan work if the rightholder in the work is not identified or, even if identified, is not located after a diligent search for the rightholder has been carried out and recorded in accordance with Article 3.
2. Where a work has more than one rightholder, and one of the rightholders has been identified and located, that work shall not be considered an orphan work.

Article 3
Diligent search

1. For the purposes of establishing whether a work is an orphan work, the organisations referred to in Article 1(1) shall ensure that a diligent search is carried out for each work, by consulting the appropriate sources for the category of works in question.
2. The sources that are appropriate for each category of works shall be determined by each Member State, in consultation with rightholders and users, and include, the sources listed in the Annex.
3. A diligent search is required to be carried out only in the Member State of first publication or broadcast.
4. Member States shall ensure that the results of diligent searches carried out in their territories are recorded in a publicly accessible database.

Article 4
Mutual recognition of orphan work status

A work which is considered an orphan work according to Article 2 in a Member State shall be considered an orphan work in all Member States.

Article 5
End of orphan work status

Member States shall ensure that a rightholder in a work considered to be orphan has, at any time, the possibility of putting an end to the orphan status.

Article 6
Permitted uses of orphan works

1. Member States shall ensure that the organisations referred to in Article 1(1) are permitted to use an orphan work in the following ways:
 - (a) by making the orphan work available, within the meaning of Article 3 of Directive 2001/29/EC;

- (b) by acts of reproduction, within the meaning of Article 2 of Directive 2001/29/EC, for the purposes of digitization, making available, indexing, cataloguing, preservation or restoration.
- 2. However, unless otherwise provided in Article 7, the organisations referred to in Article 1(1) may not use orphan works in order to achieve aims other than their public interest missions, notably preservation, restoration and the provision of cultural and educational access to works contained in their collections.
- 3. This Directive is without prejudice to the freedom of contract of such organisations in the pursuit of their public interest missions.
- 4. Member States shall ensure that the organisations referred to in Article 1(1), when using orphan works in accordance with paragraph 1, maintain records of their diligent search and publicly accessible records of use.

Article 7 *Authorised uses of orphan works*

- 1. Member States may authorise the organisations referred to in Article 1(1) to use an orphan work for purposes other than those referred to in Article 6(2), provided that:
 - (1) the organisations referred to in Article 1(1) maintain records of their diligent search;
 - (2) the organisations maintain publicly accessible records of their use of orphan works;
 - (3) in the case of an orphan work where a rightholder has been identified but not located, the name of the rightholder is indicated in any use of the work;
 - (4) rightholders which put an end to the orphan status of the work, within the meaning of Article 5, are remunerated for the use that has been made of the work by the organisations referred to in Article 1(1);
 - (5) rightholders may claim their remuneration under point (4) within a period fixed by Member States and which shall not be less than five years from the date of the act giving rise to the claim.
- 2. Member States may choose the means for authorising use within the meaning of paragraph 1 and remain free to decide on the use of any revenues which are unclaimed after the expiry of the period fixed in accordance with paragraph 1(5).

Article 8 *Continued application of other legal provisions*

This Directive shall be without prejudice to provisions concerning in particular patent rights, trade marks, design rights, utility models, topographies of semi-conductor products, type faces, conditional access, access to cable of broadcasting services, protection of national treasures, legal deposit requirements, laws on restrictive practices and unfair competition,

trade secrets, security, confidentiality, data protection and privacy, access to public documents, the law of contract.

Article 9 *Application in time*

1. The provisions of this Directive shall apply in respect of all works referred to in Article 1 which are, on *[transposition date]*, protected by the Member States' legislation in the field of copyright.
2. This Directive shall apply without prejudice to any acts concluded and rights acquired before *[transposition date]*.

Article 10 *Transposition*

1. Member States shall bring into force the laws, regulations and administrative provisions necessary to comply with this Directive by [...] at the latest. They shall forthwith communicate to the Commission the text of those provisions and a correlation table between those provisions and this Directive.

When Member States adopt those provisions, they shall contain a reference to this Directive or be accompanied by such a reference on the occasion of their official publication. Member States shall determine how such reference is to be made.

2. Member States shall communicate to the Commission the text of the main provisions of national law which they adopt in the field covered by this Directive.

Article 11 *Review clause*

The Commission shall keep under constant review the development of rights information sources and shall, at the latest one year after the entry into force of this Directive, and at annual intervals thereafter, submit a report concerning the possible inclusion in the scope of application of this Directive of works or other protected subject matter not currently included in such scope, and in particular phonograms and stand alone photographs and other images.

By *[one year after transposition date]*, the Commission shall submit to the European Parliament, the Council and the Economic and Social Committee, a report on the application of this Directive, in the light of the development of digital libraries.

When necessary, in particular to ensure the functioning of the Internal Market, the Commission shall submit proposals for the amendment of this Directive.

Article 12 *Entry into Force*

This Directive shall enter into force on the day following that of its publication in the *Official Journal of the European Union*.

Article 13

This Directive is addressed to the Member States.

Done at Brussels,

For the European Parliament
The President

For the Council
The President

ANNEX

The sources referred to in Article 3(2) shall be the following:

- (1) For published books:
 - (a) Legal deposit;
 - (b) Existing databases and registries, including ARROW (Accessible Registries of Rights Information and Orphan Works) and WATCH (Writers, Artists and their Copyright Holders) and the ISBN (International Standard Book Number);
 - (c) The databases of the relevant collecting societies, in particular reproduction rights organisations.
- (2) For journals and periodicals:
 - (a) The ISSN (International Standard Serial Number) for periodical publications;
 - (b) Indexes and catalogues from library holdings and collections.
- (3) For newspapers and magazines:
 - (a) The publishers association in the respective country and the authors and journalists associations;
 - (b) Legal deposit;
 - (c) The databases of relevant collecting society including Reproduction rights organisations.
- (4) For visual works, including fine art, photography, illustration, design, architecture, sketches of the latter works and others that are contained in books, journals, newspapers and magazines:
 - (a) The sources referred to in points (1), (2) and (3);
 - (b) The databases of the relevant collecting societies in particular for visual arts and including reproduction rights organisations;
 - (c) The databases of picture agencies where applicable.
- (5) For audiovisual works contained in the collections of film heritage institutions and public service broadcasting organisations:
 - (a) Legal deposit;
 - (b) Databases of film heritage institutions and national libraries;
 - (c) Databases with relevant standards and identifiers such as ISAN for audiovisual material;
 - (d) The databases of the relevant collecting societies in particular for authors, performers, phonogram producers and audiovisual producers.



THE HARRY FOX AGENCY, INC.
a subsidiary of NATIONAL MUSIC PUBLISHERS' ASSOCIATION, INC.

October 17, 1995

Mr. J.P. van den Wittenboer
Intermediary Foundation of the Universal Declaration of Human Rights
Postbox 324
5660 AH Geldrop
THE NETHERLANDS

Re: *Hitler's Inferno Project*

Dear Mr. van den Wittenboer:

Thank you for your letter dated August 16th; please excuse my delay in responding to your inquiry. I regret that we cannot provide you with any recommendations on U.S. record companies who may wish to act as your distributor. I am, however, enclosing a section from the 1995 Billboard International Buyer's Guide in the event you wish to contact any of them directly.

Sincerely,

A handwritten signature in blue ink, which appears to read 'Frank S. Rittman', is written over the typed name.

Frank S. Rittman
International Business Administrator

encl.

cc: Edward P. Murphy
Yoshio Inomata

Music & Video Companies

RECORD LABELS

A

ABKCO Records (Div. ABKCO Music & Records, Inc.), 1700 Broadway, 41st Floor, New York, NY, 10019, (212) 399-0300. Fax: (212) 582-5090. Pres.: Allen Klein; Vice Pres.: Ken Salinsky; Vice Pres.: Iris Kettel; Vice Pres.: Jody Klein. Label(s): (Owned) ABKCO, Cameo Parkway, SAR/Derby, (Distributed) Phil Spector.

A Company Called W, PO Box 618, Church St. Sta., New York, NY, 10008, (718) 409-1272. Fax: (718) 409-1272. Pres./Sales/Mktg.: Walt Goodridge; Exec. Asst.: Paula Philbert; Vice Pres. A&R: Kenneth McRae.

A Records, PO Box 8402, Houston, TX, 77288, (713) 675-7802. Pres./Vice Pres. A&R: Aubrey Dunnham. Label(s): (Owned) A.D.

AE Latin Music Productions, PO Box 977, New York, NY, 10040, (718) 543-5404, (212) 740-0873. Fax: (718) 543-1463. Pres./Promos.: Carlos A. Noyola; Mgr./Sales: Enrique Paulino. US Reps.: S&N Dist. (NY).

AFG Sigma Records, Inc., 5817 La Colonia Dr., San Antonio, TX, 78218, (210) 661-6500. Fax: (210) 661-7702. Pres.: Adolfo Angel; Vice Pres./Gen. Mgr.: Jesus Guillen; Sales Rep.: Mario Sanchez; Ops. Mgr.: Mark Lambert. Label(s): (Owned) AFG Sigma, Prince Records.

AGO Records, 20531 Plummer St., Chatsworth, CA, 91311, (818) 998-0443. Fax: (818) 998-2537. Pres./Gen. Mgr.: A.E. Sullivan; A&R: Robert Kline. Label(s): (Owned) A.K.O., Aztec, Dorn.

A.M.I. Records, 394 W. Main St., Hendersonville, TN, 37075, (615) 822-7591. Fax: (615) 822-7599. Pres.: Michael R. Radford. Label(s): (Owned) A.M.I., Tamara.

A & M Records, Inc., 1416 N. LaBrea Ave., Hollywood, CA, 90028, (213) 469-2411. Fax: (213) 856-2600. CEO, Sr. Vice Pres.: Al Cafaro; Sr. Vice Pres., Int'l: Jay Durgan; Sr. Vice Pres., Promos.: Rick Stone; Sr. Vice Pres., Sales/Dist.: Richie Gallo; Sr. Vice Pres. A&R: David Anderle; Vice

Pres./A&R: Manny Lehman; Vice Pres./CFO: Clive Ellis; Sr. Financial Officer: Sam Sciarras; Dir., Film Music: Jon McHugh.

Office(s): 825 Eighth Ave., 27th Floor, New York, NY, 10019, (212) 333-1328, Fax: (212) 333-1301, Exec. Vice Pres., Publicity: Wayne Issacs.

Label(s): (Owned) Horizon, (Distributed) Delos, Denon, Shoreline, Twin Tone, Word.

API Records, PO Box 7041, Watchung, NJ, 07060, (908) 753-1601. Fax: (908) 753-1601. Exec. Vice Pres.: Meg Poltorak.

Label(s): (Owned) API, API Classics, API Country, API Jazz. US Reps.: Landmark Dist. (NY); Titus Dist. (CT); Universal (PA).

AVI Record Productions, Inc., 10390 Santa Monica Blvd., Ste. 210, Los Angeles, CA, 90025, (310) 556-7744. Fax: (310) 556-1331. Pres./Chmn./CEO: Harry M. Anger; Vice Pres.: Patricia C. Drosins; Dir. Sales/Distribution: Robert Perry. Label(s): (Owned) A V I, Abet, Creed, Ernie's, Excello, Mankind, Nasco, Nashboro.

Int'l Reps.: Ace (U.K.); Blues Interactions (Japan).

AArising Records, 223 Balboa St., San Francisco, CA, 94118, (415) 334-5519. Fax: (415) 334-5519. Pres.: Nelson Wong; Vice Pres.: Andy Kawanami.

Abbe Cake Records, PO Box 117, New Berlinville, PA, 19545, (610) 367-0335. Pres.: Dave Stahl.

Accent Records, 71905 Hwy. 111, Rancho Mirage, CA, 92270, (619) 346-0075. Fax: (619) 346-0075. Pres./CEO: Scott B. Seely; A&R Mgr.: Robert Braverman.

Label(s): (Owned) Accent, Coachella.

US Reps.: GNP Crescendo (CA).

Int'l Reps.: D D Records (Germany).

Acclaim Music (Div. of The Spoken Word, Inc.), 3645 Saviers Rd., Ste. 9, Oxnard, CA, 93033, (805) 483-6707. Fax: (805) 483-6707. Exec. Dir.: John O. Lundy; Mgr.: Ellen Hardin.

Label(s): (Owned) Acclaim Music.

Ace Record Co., 103 Fairmont Ln., Pearl, MS, 39208, (601) 939-6868. Fax: (601) 932-3038. Pres.: Johnny Vincent; Vice Pres. A&R: John Vincent; Promos.: Xavier Parker; Office Mgr.: Julie Powell.

Label(s): (Owned) Ace, (Distributed) Soul Trax.

Acme Entertainment, Inc., PO Box 81491, Chicago, IL, 60681, (800) 566-2263. Fax: (708) 519-1159. Pres./CEO: Aaron J. Conti; Vice Pres./Sales/Promo: Christian C. Conti; Dir., A&R: Elizabeth L. Loden.

Label(s): (Owned) Acme Entertainment.

Acoustic Disc, 7957 Nita Ave., West Hills, CA, 91304, (818) 704-7800. Fax: (818) 704-0185. CEO/Vice Pres. A&R: David Grisman; Bus. Affairs: Craig R. Miller.

Office(s): PO Box 4143, San Rafael, CA, 94903, (415) 499-0365. Fax: (415) 492-9602. Dir. Sales/Dist.: Harriet Rose, Dir. Mktg./Promos.: Arthur Rose.

Label(s): (Owned) Acoustic Disc.

Adelphi Records, Inc., PO Box 7688, Silver Spring, MD, 20907, (301) 434-6958. Fax: (301) 434-3056. Pres./Gen. Mgr.: Gene Rosenthal; Vice Pres.: Howard Rosenthal; Gen. Mgr./Promo: Grace Rosenbloom.

Label(s): (Owned) Sunsplash, (Distributed) Genes Compact Disc.

Int'l Reps.: Night & Day (France).

Adobe Records, Rt. 1, Shallowater, TX, 79363, (806) 873-3537. Fax: (806) 873-3542. Pres.: Tom Woodruff; Vice Pres.: Michael Carlton; Nat'l Promos. Dir.: Sue Swinson; Nat'l Sales Dir.: Joyce Fusco.

US Reps.: Big State (TX); Dixiraks, Ernest Tubbs (TN).

Afterschool Publishing Co., PO Box 14157, Detroit, MI, 48214, (313) 571-0363. Pres.: Herman Kelly; Mgr./Vice Pres. A&R: Luke Peters.

Label(s): (Owned) Afterschool, Feel Productions.

Agua Azul Records, PO Box 33429, Austin, TX, 78764, (512) 441-1424. Fax: (512) 441-1474. Contact: David Newberger.

Airborn Records, PO Box 3064, Flint, MI, 48502. Pres.: Ron Moore.

Label(s): (Owned) Airborn, Airborn Communications, Airborn Prods.

Airwax Records Productions, PO Box 288291, Chicago, IL, 60628, (312) 779-2384. Pres./A&R Rep.: Casey Jones; Mgr.: B. Jones.

Label(s): (Owned) Airwax, Delta City.

US Reps.: Barney's Records (IL); Action Music (OH); United Records Dist. (TN); North Country Dist. (NY); Norwalk Record Dist. (CA).

Int'l Reps.: Festival Dist., Roblan Dist., Trend Records & Tapes (Canada).

Alan Dale Productions, 1630 Judith Ln., Indianapolis, IN, 46227, (317) 786-1630. Pres.: Alan D. Heshelman.

Alcarm Record Co., 655 Wyona St., Brooklyn, NY, 11207, (718) 272-1200. Fax: (718) 649-1280. Pres./CEO: Alfred McCarther.

Alcazar Productions, Inc., S. Main St., Waterbury, VT, 05676, (802) 244-7845. Fax: (802) 244-6128. Owner/CEO/A&R: Joan Pelton; Sales/Mktg. Dir.: Arnie Gensburg; Mgr., Alcazar Prod.: Mitch Cantor.

Label(s): (Owned) Alcazam, Alcazar, (Distributed) Audio Outings, Dunkeld, Fogarty's Cove, Fretless, Gadfly, Keltia Musique, Record Rak, Round River, Mark Rubin Prods.

US Reps.: Bayside Dist. (CA); Rounder (MA); Music Design

(WI); Encore (CO); Old Fogey (MI).

Alfa Records, 9813 W. Okeechobee Rd., #205, Hialeah Gardens, FL, 33016, (305) 825-7474. Pres.: Ramon Perez; Sec.: Daninka Abrev.

Alias Records, 2815 W. Olive Ave., Burbank, CA, 91505, (818) 566-1034. Fax: (818) 566-6623. Pres.: Delight Jenkins; Dir., Publicity: Les Scurry; Dir., Mktg.: Scott Bradford; Dir., Radio Promos.: Gary Downs; Pdct. Mgr.: Christine Burrell.

Int'l Reps.: Revolver (United Kingdom); Rough Trade (Germany); Running circle (Spain); Shock (Australia); Border Music (Sweden).

Aljean Records, 7 Colonial Ave., Myerstown, PA, 17067, (717) 866-5067. Pres.: Al Shade.

Alligator Records, 1441 W. Devon, Chicago, IL, 60660, (312) 973-7736. Fax: (312) 973-2088. Pres.: Bruce Iglauer; Sales Mgr.: Kerry Pearce; Retail Promo. Mgr.: Chris Young.

Label(s): (Owned) Alligator.

US Reps.: Action Music (OH); Associated (AZ); Bayside, California Record (CA); Big State (TX); Encore (CO); MS Dist. (IL); Music Craft (HI); Old Fogey (MI); Record Depot (VA); REP Co. (MN); Select O Hits (TN); Silo (VT); Tant (MI).

Int'l Reps.: Warner Music (Canada); Warner Music (Brazil); Distribuidora Belgrano Norte (Argentina); Musidisc (France); Phonag Schallplatten AG (Switzerland); Intercord (Germany); Festival (Australia/New Zealand); Silk Road Music (Hong Kong); King (Japan).

Alpha Music Corp., 3729 S. Robertson Blvd., Culver City, CA, 90232, (310) 838-8800. Pres.: Mike Colestock; Vice Pres.: Chuck Rosenbloom.

Alpine Records, Two Music Cir. S., Nashville, TN, 37203, (615) 259-4373. Fax: (615) 259-0773. Pres.: Johnny Rutenschroer.

Label(s): (Owned) Alpine.

Alshire Int'l, Inc., 1015 Isabel St., Burbank, CA, 91516, (213) 849-4671. Fax: (818) 569-3718. Pres.: Al Sherman; Vice Pres.: Richard Sherman.

Label(s): (Owned) Alshire, Aria Senza Voice, Audio Spectrum, Exact, Grit, Somerset, Stereo Fidelity.

Alternative Music Productions, Inc., 7188 Sunset Blvd., Ste. 204, Los Angeles, CA, 90046, (702) 651-0825. Pres./CEO: John Brock; Prodn. Asst.: Vadim Yesilevsky.

Label(s): (Owned) AMP.

Alternative Records, PO Box 46, Eugene, OR, 97440, (503) 344-3616. Fax: (503) 485-0654. Pres.: Randy Layton; Mktg./Int'l Dir.: Richard Sellens; Vice Pres. A&R: Kevin C. Restieux.

Label(s): (Owned) Alternative Records, (Distributed) Buttons Livces, Gravity.

US Reps.: Spring Arbor Dist. (MI).

Int'l Reps.: Spark Music (The Netherlands).

Alternative Tentacles Records, 2180 Folsom St., San Francisco, CA, 94110, (415) 431-5696. Fax: (415) 431-5699. Gen. Mgr.: Greg Werckman.

Label(s): (Owned) Alternative Tentacles.

Alyssa Records, PO Box 587, Farmingville, NY, 11738, (516) 472-1219. Pres.: Andy Marvel.

Amazing Records, 501 N. Interregional Hwy., Austin, TX, 78768, (512) 477-7055. Fax: (512) 477-7057. Owner: Cass Hook; Managing Dir.: James Geisler; Int'l Dist.: Mary Jane Mendell.

Label(s): (Owned) Amazing.

US Reps.: Alliance Ent. (CO).

Int'l Reps.: IRD (Italy); OMD (France); Bellaphon Int'l (Germany); Group Leisure (Australia); Serious Business (Austria); Sound Solutions (Canada); Magic Sound (Hungary); Maverick (New Zealand); JVC (Japan).

Ambassador Recording Corp., PO Box 31112, Seattle, WA, 98103, (206) 937-5703, (206) 525-2199. Fax: (206) 933-8011. Pres.: Chris Kamila; Vice Pres./Artistic Dir.: Steven Novacek; Gen. Mgr.: Gayle Novacek.

Label(s): (Owned) Ambassador, (Distributed) Overture (Canada).

US Reps.: Albany Music Dist., Inc. (NY).

Ambient Sound, 404 W. Annapolis, West Saint Paul, MN, 55118. Pres.: Robert Cain; Vice Pres. A&R: Rev. David Payne.

American Clave Records, 30 Waterside Plz., STE. 111, New York, NY, 10010, (212) 475-5174. Dir.: Kip Hanrahan.

US Reps.: Rounder Records (MA).

American Gramophone Records, 9130 Mormon Bridge Rd., Omaha, NE, 68152, (402) 457-4341. Fax: (402) 457-4332. CFO: Kevin Cloonan; Exec. Vice Pres.: Stephen Kalhorn; Dir., Sales: Michael Delich.

Label(s): (Owned) American Gramophone.

American Melody Records, 102 Wheeler Path, Guilford, CT, 06437, (203) 457-0881. Pres.: Phil Rosenthal; Vice Pres.: Beth Sommers.

Label(s): (Owned) American Melody.

American Music Co., 3830 Hwy. 78, Mount Horeb, WI, 53572, (608) 437-8970. Pres.: Jim Kirchstein.

Label(s): (Owned) Age of Aquarius, American Music, Cuca, Jolly Dutchman, Night Owl, Psalms, Sara.

American Music Network, Inc., 406 Tharpe Rd., Warner Robins, GA, 31088, (912) 953-2800. Pres.: Robert R. Kovach.

Label(s): (Owned) Scaramouche Recordings.

American Pie, 13381 Beach Ave., Marina Del Rey, CA, 90292, (310) 821-4005. Fax: (310) 823-3389. Pres.: Wayne Volat.

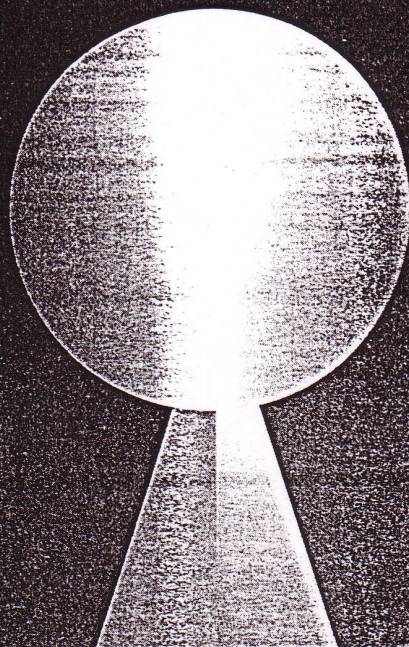
Label(s): (Owned) American Pie.

1950s-1960s-1970s ORIGINAL HIT RECORDS

LICENSING AGENCY
(SINCE 1978) REPRESENTING
OVER 50 CLIENTS WHO
CONTROL THOUSANDS OF
HITS (AND ORIGINAL ARTIST
RE-RECORDS) FROM THE
ROCK ERA (1955-1979)

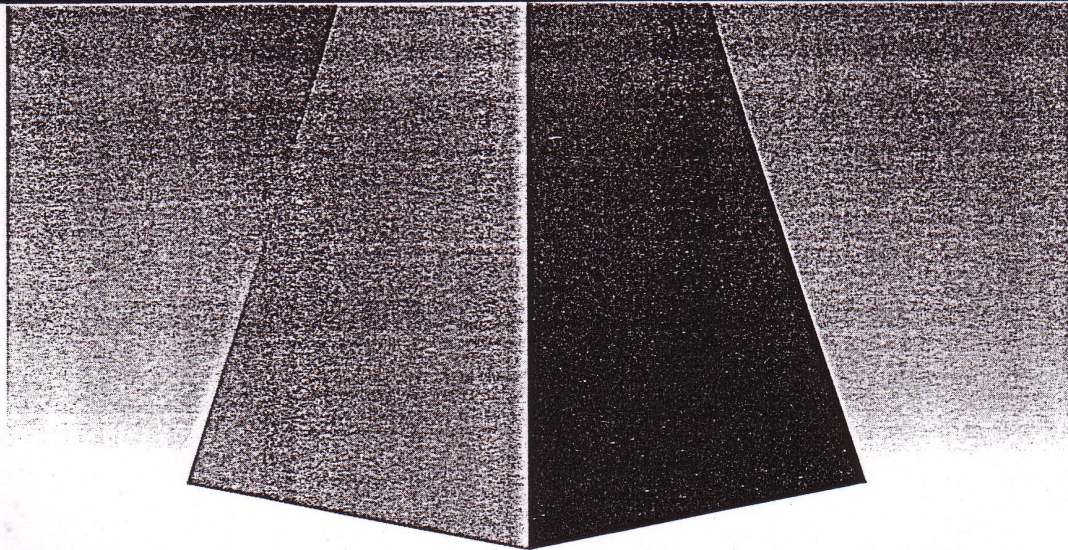
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American Recordings, Inc., 3500 W. Olive Ave., Ste. 1550, Burbank, CA, 91505, (818) 973-4545. Fax: (818) 973-4571. Owner: Rick Rubin; Gen. Mgr.: Mark Didia; Minister of Truth: Mike Bone; Vice Pres., Media Rel.: Heidi Ellen Robinson; Vice Pres., A&R: Marc Gelger. Office(s): Lamb House, Church St., London, W42PD, United Kingdom, (081) 995-3266. Fax: (081) 742-7235. Vice Pres., Mktg.: Dave Robinson, Media Relations: Joe O'Neill. Label(s): (Owned) Ill, WHITE, (Distributed) Rhyme Cartel, XL. US Reps.: BMG Int'l Dist. (NY); WEA Dist. (US). Int'l Reps.: WEA Dist. (Canada).

American Voices Record Co., Inc., 3205 Blue Ridge Ct., Virginia Beach, VA, 23452, (804) 340-8374. Pres.: Heath Webb; Gen. Mgr./Sec.: Jean Webb.

Americana Records Group, Inc., 20 Music Sq. W., Ste. 200, Nashville, TN, 37203, (615) 251-4060. Fax: (615) 251-4090. Chrmn. Board: Tom Kawai; Vice Pres.: Earl E. Owens; Vice Pres., Dist.: Jack B. Walker II; A&R: Roland Smith; Contact: Jan Gray Witte. Label(s): (Owned) Americana Records USA, Double Ten. Americana Records, Int'l, 1817 Loch Lomond Way, Las Vegas, NV, 89102, (702) 384-0030. Fax: (702) 382-1926. Pres.: Joe Jan Jaro; Vice Pres.: Pauline Jaro; Gen. Mgr.: Ken Brown. Label(s): (Owned) Americatone, Christy. US Reps.: Big Bands Dist., Int'l Rec. Dist., Oster Dist. (CA); Harbor Dist. (NY).

AmeriSong Records, Inc., 8727 E. Girard Ave., Denver, CO, 80231, (303) 695-8628. Fax: (303) 369-9555. Pres.: Randi Perkins; A&R: Frank Jermance. Label(s): (Owned) AmeriSong.

Amherst Records, Inc., 1800 Main St., Buffalo, NY, 14208, (716) 883-9520, (800) 836-0751. Fax: (716) 884-1432. Pres.: Leonard Silver; Exec. Vice Pres.: Larry Silver; Vice Pres./Gen. Mgr.: David E. Parker. Label(s): (Distributed) H&L/Avco Embassy.

Amused Productions, PO Box 671, Claremont, CA, 91711, (909) 625-3169. Fax: (909) 625-1747. Music Dir.: Sherban Cira. Label(s): (Owned) Amused Productions.

Angel Records, 810 Seventh Ave., New York, NY, 10019, (212) 603-8600. Pres.: Steven Murphy; Vice Pres. Sales: Gilbert Hetherwick; Vice Pres. Mktg.: Linda Sterling. Label(s): (Owned) Angel, EMI Classics, Virgin Classics.

Ansonia Records, Inc., 750 Paterson Ave., East Rutherford, NJ, 07073, (201) 470-0301. Fax: (201) 470-8274. Pres.: Mercedes Glass; Vice Pres.: Henry Glass; Sales Mgr.: Lori Glass. Label(s): (Owned) Ansonia, (Distributed) Artex, BMG, Capitol, Cema, Discot, Gema, Harlequin, Palladium, PolyGram.

Antenna Records/Cornerstone Management, 148 E. Lancaster Ave., Wayne, PA, 19087, (215) 687-8800. Fax: (215) 971-0646. Pres.: Steve Mountain. Label(s): (Owned) Antenna.

Antilla Records, 661 Tenth Ave., New York, NY, 10036, (212) 582-4546. Fax: (212) 977-7581. Pres.: Xavier Hernandez; Promo: Angel Colon. Label(s): (Owned) AF Records, ARO, Antilla, Funny, Mangu, Platano Records, Rumba, (Distributed) Camino, JZ Productions, Sol, UR, VGR.

Antilles Records, 14 E. Fourth St., 3rd Floor, New York, NY, 10012, (212) 995-0202. Fax: (212) 477-5918.

Antique-Catfish Records, 708 W. Euclid, Pittsburg, KS, 66762, (316) 231-6443. Contact: Gene Strasser. Label(s): (Owned) Antique, Big Brutus, Catfish, Cismu.

Antone's Records, 500 San Marcos St., Ste. 200, Austin, TX, 78702, (512) 322-0617. Fax: (512) 477-2930. Pres.: Clifford Antone; Sales/Mktg.: Beth Tomlinson. Label(s): (Owned) Antone's, DMZ, Dos. US Reps.: REP Sales (MN).

Apon Record Co., Inc., PO Box 3082, Steinway Sta., Long Island City, NY, 11103, (718) 721-5599. Fax: (718) 721-5599. Pres.: Daria I. Poncic; Vice Pres./Sec.: Andrew M. Poncic, Jr.; Gen. Mgr.: Don Zemann; Treasurer: Andrew M. Poncic, Jr. Label(s): (Owned) Amadeo, Apon, Discapon, Love, (Distributed) Gramofonove Zavody, Supraphon. Int'l Reps.: Supraphon, A B Plus (Czechoslovakia).

June Appal Recordings, 306 Madison St., Whitesburg, KY, 41858, (606) 633-0108. Fax: (606) 633-1009. Dist./Promos. Mgr.: Carolyn H. Sturgill. Label(s): (Owned) June Appal Recording.

April Records, PO Box 8263, Haledon, NJ, 07508, (718) 361-3321. Pres.: Samuel Cummings; Vice Pres.: A. Cummings; Promo: J. Young; A&R: Sam Cummings Jr. Label(s): (Owned) April Records.

Ardavan Records, PO Box 2512, Hollywood, CA, 90078, (213) 464-8163. Fax: (818) 905-5014. Pres.: Ardie Bryant; Vice Pres.: Anne Bryant; Vice Pres. A&R: David P. Bryant.

Arhoolie Productions, Inc., 10341 San Pablo Ave., El Cerrito, CA, 94530, (510) 525-7471. Fax: (510) 525-1204. Mgr.: Tom Diamant. Label(s): (Owned) Analogue Master, Apollo, Apollo Classics, Apollo Int'l, Apollo Jazz, Apollo Music, Athena, Athena Classics, Athena Int'l, Athena Jazz. Int'l Reps.: East Coast (NY).

Atilla Records, PO Box 60240, Rossford, OH, 43460, (419) 666-2019. Fax: (419) 666-3141. Pres.: John Pocisk; Vice Pres.: Mary Pocisk; Sec.: Joe Manera.

Label(s): (Distributed) East West.

Int'l Reps.: East West Records (Germany).

Atlanta Int'l Record Co., Inc., 881 Memorial Dr. SE, Atlanta, GA, 30316, (404) 524-6835. Fax: (404) 681-0033. Pres.: Alan Freeman; Sales Mgr.: Norman Hunter; Nat'l Promo. Dir.: Juandolyn B. Stokes. Label(s): (Distributed) Gospearl, Sweet Rain, Tyscot. US Reps.: Abbey Road (CA); Action (OH); Jerry Bassin (FL); Big State—Atlanta (GA); Big State (TX); Central South, Select-O-Hits (TN); Great Bay (ND); Malverne (NJ); M.S. (IL).

Atlantic Recording Corp., 75 Rockefeller Plz., New York, NY, 10019, (212) 275-2000. Chrmn/CEO-Atlantic Group: Ahmet Ertegun; Pres.: Danny Goldberg; Sr. Vice Pres.: Jason Flom; Sr. Vice Pres.: Tunc Erim; Exec. Vice Pres./Gen. Mgr.: Val Azzoli; Vice Pres. Int'l: Fran Lichtman; Vice Pres. Sales: Pete Anderson; Vice Pres./Prod.: Arif Mardin; Vice Pres., A&R Special Projects: Yves Beauvais; Vice Pres., Video Promo/Media: Linda Ferrando; Sr. Vice Pres., A&R: Tunc Tuncerim; A&R Rep.: Aziz Goksel; Vice Pres. Creative Svcs.: Shelly Cooper; Sr. Dir., Tour Devel.: Perry Cooper; Mgr. Artist Rel.: Andy Mogus; Vice Pres., Pdct. Devel.: Vicky Germaiez; Sr. Vice Pres., Media/Artist Rel.: Patti Conte; Vice Pres., Artist Rel./Media: Bob Kaus; Assoc. Dir., Nat'l Promo: Mark Fischer; Nat'l Mgr., Progressive: Bonnie Slikin; Nat'l Mgr., Hard Rock: Jon Nardachone; Dir., Int'l Media Affairs: Margaret Vangeli. Office(s): 1812 Broadway, Nashville, TN, 37203, (615) 327-9394. Fax: (615) 329-2008. Pres.: Rick Blackburn, Vice Pres./Gen. Mgr.: Bryan Switzer. Label(s): (Owned) Atlantic Records, Charisma, East West America, Es Paranza, Finnadar, First Priority, Megaforce Worldwide, Modern, Titanium, Virgin, A Vision Entertainment (Video). US Reps.: WEA. Int'l Reps.: Warner Music Int'l.

Atlantic Recording Corp., 9229 Sunset Blvd., 9th Fl., Los Angeles, CA, 90069, (310) 205-7450. Fax: (310) 205-7475. Sr. Vice Pres./Gen. Mgr.: Paul Cooper; Vice Pres. Artist Rel.: Tony Mandich; Vice Pres. A&R/Multimedia: Andrew Leary; Vice Pres./Producer: Dave Jerden; West Coast Publicity Dir.: Laura Gold; Vice Pres., Media/Artist Rel.: Ron Shapiro; Vice Pres., West Coast: Doug Ueyehare.

Attitude Records, Inc., 2071 Emerson St., #16, Jacksonville, FL, 32207, (904) 396-7604. Fax: (904) 396-8062. Pres.: Jeff Cohen; Mktg. Dir.: Shirelle Johnson. US Reps.: Bassin (FL); Big State (TX), (GA); MS (IL); Malvone (Northeast); Select-O-Hits (TN).

Audio Arts Records, 3420-3C Calle Azul, Laguna Hills, CA, 92653, (714) 770-6162. Owner/Mgr.: Madelon Baker. Label(s): (Owned) Audio Gospel.

Audio Outings, 16 All Souls Crescent, #3, Asheville, NC, 28803, (704) 274-5388, (800) 552-2144. Fax: (704) 274-5946. Contact: Dr. Bett Sanders. US Reps.: Silo (VT); Music Design (WI); Music for Little People (CA); New Leaf (GA).

AudioQuest Music, PO Box 6040, San Clemente, CA, 92674. Pres.: Joseph Harley; Sales/Mktg.: John Iannarino; Promo. Coord.: Melissa Ortega. Label(s): (Owned) Audioquest Music.

Audiorama Records Corp., 658 Tenth Ave., New York, NY, 10036, (212) 246-9858, (212) 246-9859. Fax: (212) 459-8949. Pres.: Rafael Diaz Gutierrez; Vice Pres.: Hilda Diaz Gutierrez; Sales Mgr.: Angel Nieves; Sec./Promo. Mgr./Sales Mgr.: Hilda Luciano. Label(s): (Owned) Audiorama, Sonomax, (Distributed) BMG, Bronco, Framma, Musical Productions, Polygram, R&S, Sony Discos, Vediscos.

August Records, Inc., PO Box 438, Lahaska, PA, 18931, (215) 862-3012. Fax: (215) 862-9145. Vice Pres.: Beryl Handler. **Auspeck Records**, PO Box 1666, Studio City, CA, 91614, (213) 877-1078. Fax: (818) 763-1955. Owner: Jules Chaikin.

Australian Music Int'l, 253 W. 18th St., Ground Suite, New York, NY, 10011, (212) 229-0935. Fax: (212) 229-1918. Pres.: D.A. D'Cruz; Vice Pres./A&R: S. Damon; Sales/Distribution: A. Watts. US Reps.: Twinbrook (NY); MS Distr. (IL); City Hall (CA); MDI (TX).

Avalanche Records, PO Box 108, Blair, NE, 68008, (800) 358-2769. Fax: (402) 426-2227. CEO: Clifton R. Johnson; Pres.: Stafford Johnson; Vice Pres.: Don Johnson; A&R: Gypsy. Label(s): (Owned) Avalanche.

Avant-Garde Records Corp., 12224 Avila Dr., Kansas City, MO, 64145, (816) 942-8861. Fax: (816) 942-8988. Pres./A&R Dir.: Scott W. Smith; Vice Pres.: Art Ferrante; Sec./Treasurer: Lou Teicher.

Avatar Records, 6290 Sunset Blvd., Ste. 605, Los Angeles, CA, 90028, (213) 464-1593. Fax: (213) 464-0204. Pres.: Larry Robinson; Dir. A&R: Tony Joseph; Creative Mgr.: Pat Scott.

Axbar Records, 5230 San Pedro Ave., San Antonio, TX, 78212, (210) 829-1909. Gen. Mgr.: Joe Scates; Promo/Publishing: Jerry Blanton; A&R: George Chambers; Distribution: Kendra Maples. Label(s): (Owned) Axbar, Charro, Gringo, Jato, Prince, Trophy. US Reps.: TMC Productions, E&R One Stop, Tower (TX); Curtis Wood Distr. (TN).

Azra Int'l, 4343 E. 58th St., Maywood, CA, 90270, (213) 560-4223. Fax: (213) 560-1240. Pres.: D.T. Richards; A&R: Al Martinez. Label(s): (Owned) Concor Classicx, Iron Works, N.S.F.D., World Metal, (Distributed) Access, Cellar, Masque, Order, Resistal, Stardust.

Azure Records, Rt. 1, Box 460, Washington, VA, 22747, (703) 987-3164. Fax: (703) 987-3166. Chrmn/Dir., A&R: Paul Reiser; Dir., Mktg.: Bill Dunn; Pdct. Mgr.: Deborah Plummer. US Reps.: Trinbrook (NY); MS (IL); Citu Hall (CA); Paulstarr (MN); Music Design (WI); Rock Bottom (FL).

B

BAL Records, PO Box 369, La Canada, CA, 91012, (818) 548-1116. Fax: (818) 956-3347. Pres.: Adrian P. Bal; Vice Pres./Co-Owner: Berdella M. Bal. Label(s): (Owned) BAL.

B-Atlas/Jody Records, Inc., 2557 E. First St., Brooklyn, NY, 11223, (708) 339-8047. Vice Pres./A&R Dir.: Vincent Vallis; Vice Pres., Sales: Gloria Black; Vice Pres. Promo.: Ron Alexander. Label(s): (Owned) B-Atlas, G Co, Jody, Ron.

BGM Records, 8806 Lockway St., San Antonio, TX, 78217, (210) 654-8773. Fax: (210) 654-8895. Gen. Mgr.: Bill Green; Promo. Dir.: Debbie Green. Label(s): (Owned) BGM, Rain Forest.

BMG Classics, 1540 Broadway, 41st Fl., New York, NY, 10036, Pres.: Guenter Hensler; Sr. Vice Pres., Mktg.: James Glicker; Vice Pres., RCA Sales/Mkt.: Steve Vining; Dir., A&R: Alec Treuhaff; Dir., Publicity: Marilyn Egom. Label(s): (Owned) Catalyst, DHM, RCA Red Seal, RCA Victor, (Distributed) Conifer, ECM.

BMG/Int'l U.S. Latin, 6363 Sunset Blvd., Ste. 702, Hollywood, CA, 90028, (213) 468-4134. Fax: (213) 468-4149. Gen. Mgr.: Paul Ehrlich; Nat'l Sales: Rigoberto Olariaga; Nat'l Promo.: Alba Eagan. Office(s): 8009 NW 36th St., Ste. 220, Miami, FL, 33166, (305) 594-2175. Fax: (305) 594-2032. Contact: Jesus Lopez; 11315 Crescent Peak, San Antonio, TX, 78245, (210) 674-3754. Fax: (210) 674-0088. Sales: Billy Pope; 1133 Ave. De Las Americas, 6th Floor, New York, NY, 10036, (212) 930-4049. Fax: (212) 930-4769. Sales/Promo. Rep.: Jorge Martinez; Edificio Mercantil Plaza, Ste. 709 Avenida Ponce De Leon, Parada 27, Hato Rey, PR, 00918, (809) 767-6667. Fax: (809) 765-1005, Mgr.: Milton Roura; 2100 Ponce De Leon Blvd. #825, Coral Gables, FL, 33134, (305) 445-4923. Fax: (305) 445-4693. Vice Pres./North America: Jesus Lopez, Nat'l. Sales Mgr.: Alba Eagan.

BMX Entertainment, 114 Broad St., Ste. 255, Stamford, CT, 06902, (203) 352-3569. Fax: (203) 961-1505. Pres./CEO: Mauris Griffin, II; Vice Pres., East Coast: Michael Bradshaw; Vice Pres., Finance: Barry McFarlane; Bus. Aff.: Tony Thomas. Label(s): (Distributed) Mission, Red Tape.

BNA Entertainment, One Music Circle N., Nashville, TN, 37203, (615) 780-4400. Vice Pres./Gen. Mgr.: Rio Papin; Mgr., Regional Promo. West: Carl Brown; Coord., Nat'l Promo.: Kim Buckley; Assoc. Creative Services: Paula Crafton; Sr. Dir. Sales/Mktg.: Tommy Daniel; Mgr. Reg. Promo. Mid West: Joe Devine.

BNJ Records, 1613 Mallory Ln., Ste. 104, Brentwood, TN, 37027, (615) 329-1944. Fax: (615) 370-4800.

BSW Records, PO Box 2297, Universal City, TX, 78148, (210) 659-2338. Fax: (210) 659-2557. Pres./CEO: Frank Willson; Vice Pres./Gen. Mgr. Europe: Willy Seidel; Vice Pres. A&R: Verdi Williams; Mktg. Dir.: Kevin Hagedorn; Mktg.: Robert Keoghan. Label(s): (Owned) BSW.

Back Door Records, 817 W. Walnut, Johnson City, TN, 37604, (615) 926-2281. Owner: Barbara McCoy.

Baddest Of The Bad Posse Records, PO Box 464, RCS, New York, NY, 10185, (212) 777-0442, (718) 712-2224. Pres./CEO: Leslie Williams; Gen. Mgr./Creative Arts: Tony Dunmore; Gen. Mgr./Business Affairs: Rebecca Williams. Label(s): (Owned) Baddest Of The Bad Posse, Rebel Rock.

Bah Humberg Records, 1722 S. Carson, Ste. 2607, Tulsa, OK, 74119, (918) 585-5050. Pres./Gen. Mgr.: Dick Loftin; Project Coord./Exec. Prod.: Lee Ann Loftin.

Bainbridge Entertainment Co., Inc., 11300 W. Olympic Blvd., Ste. 840, Los Angeles, CA, 90064, (310) 477-3840. Fax: (310) 575-9890. Pres.: Harlene Marshall; Gen. Mgr.: Jerry Gilbert. Label(s): (Owned) Bainbridge, Quartet, (Distributed) Mobile Fidelity Int'l.

Billy Baker & Associates, 4700 Belle Grove Rd., #BAY20, Baltimore, MD, 21225, (410) 789-1005. Fax: (410) 789-1006. Pres./CEO/Personal Mgr.: William E. Baker. Label(s): (Owned) Go, Infinity.

Balboa Records Co., 10900 Washington Blvd., Culver City, CA, 90230, (310) 204-3792. Fax: (310) 204-0886. Pres.: Valentin Velasco; Sales/Mktg.: Efrén Besanilla; Mgmt.: Fernando Sanchez. Label(s): (Owned) Balboa, Musart, (Distributed) DLU, ECO, IM, Peerless, Rey.

Ball Record Manufacturing & Distribution Co., 355 S. Mansfield St., Los Angeles, CA, 90036, (213) 936-1032. Fax: (213) 936-1032. Owner/Pres.: Jim L. Ball, Ph.D. Label(s): (Owned) Savior.

Bally Records (c/o The Goodman Group), 488 Madison Ave., New York, NY, 10022, (212) 751-7300. Fax: (212) 486-6687. Pres.: Gene Goodman; Gen. Mgr.: Bernadette Gorman; Copyright/Licensing Mgr.: Buckley Hugo. Label(s): (Owned) Bally, Bobbin.

Banjar Records, Inc., PO Box 32164, Minneapolis, MN, 55432, (612) 436-4459. Pres.: LeRoy Larson.

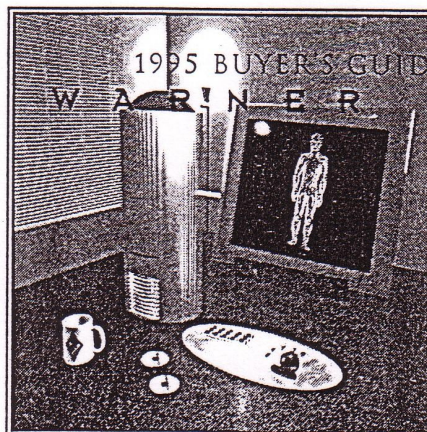
Bar None, 1 Newark St., Ste. 9, Hoboken, NJ, 07030, (201) 795-9424. Fax: (201) 795-5048. Pres.: Tom Prendergast; Owner/Operator: Glenn Morrow; Publicity: Jill Richmond.

Barbozigan Productions, 3200 Ohio, East Saint Louis, IL,

62202, (618) 482-4213. Pres./Owner: Barbara Monigan; Mgr.: Elijah Blackwell; Mktg. Specialist: Brian D. Lee; Pub. Rel.: Natalie Blackwell.
 Label(s): (Distributed) Bright Star Records.
Barr-Note Productions, RR 3, Box 78A, Charlottesville, VA, 22901, (804) 973-4217. Fax: (804) 978-2104. Pres.: Dennis Barberio; Edit: Neil Barberio.
Barrio Records, Inc., PO Box 801, Boston, MA, 02123, (617) 228-6863. Pres.: Lee R. Soto; Northeast Rep.: Gonzalo Arjona.
 US Reps.: Boston Latin (MA).
Batish Records, 1310 Mission St., Santa Cruz, CA, 95060, (408) 423-1699. Chrmn.: S.D. Batish; Pres.: Ashwin Batish; Gen. Mgr.: Ravi Batish.
Bearsville Records, RT 212 & Wittenberg Rd., Bearsville, NY, 12409, (914) 679-7303. Fax: (914) 679-5731. Owner/Pres.: Sally A. Grossman; Controller/Gen. Mgr.: Edward P. Tessier; A&R Dir.: Ian Kimmel.
 Label(s): (Owned) Bearsville.
Beatfest, Inc., 15 Charles St., Westwood, NJ, 07675, (201) 666-5450. Fax: (201) 666-8687. Pres.: Mark Lapidus; Vice Pres.: Carol Lapidus.
 Label(s): (Owned) Caromar.
Beau-Jim Records, Inc., PO Box 2401, Sarasota, FL, 34230, (813) 746-3905. Pres.: Buddy Hooper.
Bell Record Int'l, PO Box 725, Daytona Beach, FL, 32115, (904) 252-4849.
Bellaire Records, 4900 Bissonnet, Bellaire, TX, 77401, (713) 667-9196. Fax: (713) 667-4383. Owner: Don Janicek.
 Label(s): (Owned) Bellaire, Chapel, Fun-E, Guide, Texas Gold.
Belmont Records/John Penny Enterprises, Inc., 484 Lexington St., Waltham, MA, 02154, (617) 891-7800. Fax: (617) 893-1771. Pres./A&R/Mktg.: John Penny; Sec./Promo./Publicity: Nancy Penny.
Benson Co./Benson Records, 365 Great Circle Rd., Nashville, TN, 37228, (615) 742-6800. Fax: (615) 742-6911. Pres.: Jerry Park; Vice Pres., Sales: Allan Hardin; Vice Pres., Mktg.: Dan Lynch.
 Label(s): (Owned) Benson, Riversong, (Distributed) Crystal Rose, New Haven.
Best Recordings, Inc., OS 701 Old York Rd., Elmhurst, IL, 60126, (708) 834-5600. Fax: (708) 832-9511. Pres.: Edward W. Vodicka.
Bestway Group, Inc., c/o Pearce Massler, 25 Main St., Hackensack, NJ, 07601, (908) 753-6548. Fax: (908) 755-8664. Pres.: Howard A. Massler.
 Label(s): (Owned) Merry, Wonderland.
Betrayal Records, JAF Box 7131, New York, NY, 10116, (212) 749-5675. Pres.: Edward Haber.
 Label(s): (Owned) Betrayal Records.
Beyond Records Corp., 569 County Line Rd., Ontario, NY, 14519, (716) 265-0260. Fax: (716) 265-4653. Pres.: Tony Gross, Jr.; Vice Pres. Int'l Devel.: Mark Costello.
 Label(s): (Owned) After Hours, (Distributed) Esperance, Red Star.
Big Beat Records, 19 W. 21st St., Ste. 501, New York, NY, 10010, (212) 527-0900. Fax: (212) 691-9877. Pres.: Craig Kaliman; Vice Pres./Gen. Mgr.: Heidi Jo Spiegel; Dir. A&R: Bob Tewlaw.
Big Money, Inc., 20 Grove St., Minneapolis, MN, 55401, (612) 379-2614. Fax: (612) 379-8507. Pres.: Chris Johnson.
 Label(s): (Owned) Big Money, Inc.
Big Records, 80-06 35th Ave., Jackson Heights, NY, 11372, (718) 651-8213. Pres.: Sidney Prosen; Music Coord.: Phil Prosen; Country Rep.: Wanda Helm.
 Office(s): PO Box 90575, Nashville, TN, 37209, (615) 989-2450. Nat'l Country Rep.: Wanda Helm.
Big Ship Music (c/o Jacobson & Coffin, P.C.), 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Freddie McGregor; Contact: Bruce Coffin.
Big Tap Records (c/o Jacobson & Coffin, P.C.), 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Gerald Tapper; Counsel: Jeffrey E. Jacobson.
 Label(s): (Owned) Big Tap.
Bijou Records, 15237 Sunset Blvd., Ste. 301, Pacific Palisades, CA, 90272, (310) 459-6900. Contact: Kit Thomas.
Biograph Records, Inc., 16 River St., Chatham, NY, 12037, (518) 392-3400. Fax: (518) 392-2666. Pres. A&R: Arnold S. Caplin; Vice Pres.: Barbara Caplin; Exec. Sec.: Debra C. Rath; Computer Graphic/Art Dir.: Alan D. Caplin.
 Label(s): (Owned) Biograph, Center, Dawn, Melodeon, (Distributed) Historical.
 US Reps.: Encore Dist. (CO); Dist. No. America (MA); Titus Oaks (CT); Record Depot (VA); Old Fogey (MI); Harbor Export (NY); Musical Heritage (NJ).
 Int'l Reps.: Media 7 (France); Fusion III (Canada); IRD (Italy); Planis Phare (Switzerland); Topic (UK); Vivid Sound (Japan).
Birch Records, 1921 N. Kedzie Ave., Chicago, IL, 60647, (312) 292-9335. Pres.: Dave Wyllie; Vice Pres.: June Wyllie.
 Label(s): (Owned) Birch.
Biscayne/Europa Records, Inc., 9130 S. Dadeland Blvd., Ste. 1704, Miami, FL, 33156, (305) 670-0018. Fax: (305) 670-0019. CEO: David Bercuson; Pres.: Juan A. Estevez, Jr.; Vice Pres., Mktg.: Orestes G. Wvres; Opns. Mgr.: Janet M. Diaz.
Bizarre/Straight Records, 740 N. La Brea Ave., 2nd Floor, Los Angeles, CA, 90038, (213) 935-4444. Fax: (213) 936-6354. Pres.: Herb Cohen; Vice Pres., Bus. Aff.: Evan Cohen; Vice Pres. A&R: Robert Duffey.
 Label(s): (Owned) Bizarre/Planet, Bizarre/Straight.
Bizz-E Productions (c/o Jacobson & Coffin, P.C.), 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212)

645-5038. Pres.: Everett Ramos; Vice Pres. A&R: Jeffrey Jacobson.
 Label(s): (Owned) Bizz-E.
Black Diamond Records, Inc., PO Box 8073, Pittsburg, CA, 94565, (510) 953-0893. Fax: (510) 458-0915. Dir. A&R Dept.: Valjeanna Ross; Dir. Promos.: Brenda Groff; Mgr. Mktg. Dept.: Zalina Smith.
 Label(s): (Distributed) Abbey Road, Americana, C B C, C D One Stop, D City, Hittin Hard, Music People, Rock Bottom, S.M.G. Stay Down, Tower, Triple Beam, 2 FA Thirty, Valley.
Black Dog Records, 1156 Park Ln., West Palm Beach, FL, 33417, (407) 686-1354. Exec. Dir.: Marian Joy Ring; A&R Dir.: Ron Caruso; Prodn. Consultant: Rusty Gordon; Bus. Admin.: Davilyn Whims.
 Office(s): 1156 Park Ln., West Palm Beach, FL, 33417, (407) 686-1354, A&R Dir.: Rusty Gordon.
 Label(s): (Owned) Black Dog.
Black Fire Music, 4409 Douglas St. N., Washington, DC, 20019, (202) 397-3572. Pres.: Jimmy Gray; Vice Pres.: Jerome Gray; Mktg. Dir.: Plunky Branch.
 Label(s): (Owned) Black Fire, Cosmic Fire, (Distributed) Brand Name.
Black Hat Records, PO Box 4088, Austin, TX, 78765, (512) 452-9411. Pres.: Larry Watkins.
Black Tie Records, PO Box 5018 #158, Newark, CA, 94560, (510) 745-7235.
Black Top Records, 1480 W. Grace St., Chicago, IL, 60613, (312) 477-9224. Fax: (312) 929-0181. Sales/Mktg. Dir.: Mindy Giles.
 US Reps.: Rounder Records (MA).
Black Top Records, PO Box 56691, New Orleans, LA, 70156, (504) 895-7239. Fax: (504) 891-1510. Pres.: Nauman Scott; Vice Pres.: Hammond Scott; Prodn. Mgr./Radio Promo.: Heather West; Mktg. Dir.: Mindy Giles; Publicity Dir.: K. Stratton.
Blaster Boxx Hits, 519 N. Halifax Ave., Daytona Beach, FL, 32118, (904) 252-0381. Fax: (904) 252-0381. CEO: Bobby Lee Cude.
 Label(s): (Owned) Blaster Boxx Hits.
Blind Pig Records, PO Box 2344, San Francisco, CA, 94126, (510) 526-0373. Fax: (510) 526-9095. Pres.: Edward Chmielewski; Media Rel. Coord.: Maria Stanford.
 Office(s): 3022 N. Allen, Chicago, IL, 60618, (312) 772-0043, Fax: (312) 772-2115, Mktg./Sales Dir.: Jerry DelGiudice, Retail Rel. Coord.: Patrick Skovretz.
 Label(s): (Owned) Blind Pig.
 US Reps.: Bayside, City Hall (CA); Distribution North America (MA); Encore (CO); M S (IL); Select O Hits (TN).
Blue Canyon Records, PO Box 6622, Santa Fe, NM, 87502, Owner: Jim Terr.
Blue Gem Records, PO Box 29688, Hollywood, CA, 90029, (213) 664-7765. Pres.: Pete Martin.
 Label(s): (Owned) Blue Gem, (Distributed) Hi-Lite.
Blue Note, 810 Seventh Ave. S., 4th Floor, New York, NY, 10019, (212) 603-8733. Fax: (212) 603-8702. Pres.: Bruce Lundvall; Vice Pres. Mktg.: Tom Evered; Dir. Creative Servs.: Cynthia Cochran.
 Label(s): (Owned) Blue Note, Capitol Jazz, Manhattan, Roulette, World Pacific.
Blue Rock 'It Records, 1375 Road B, Redwood Valley, CA, 95470, (707) 485-8308. Fax: (510) 226-7648. Owner: Patrick Ford.
 Label(s): (Owned) Blue Rock'It.
 US Reps.: Bayside (CA); Encore (CO); MS Dist. (CT); Select O Hits (TN).
 Int'l Reps.: Crosscut (Germany); Blue Wolf (Norway); Int'l Record (Italy).
Blue Wave Records, 3221 Perryville Rd., Baldwinville, NY, 13027, (315) 638-4286. Fax: (315) 635-4757. Pres.: Greg Spencer; Vice Pres.: Sue Spencer.
 Label(s): (Owned) Blue Wave, Horizon.
 US Reps.: CD One Stop (CT); Select O Hits (TN); Bayside (CA); MS Dist. (IL).
Boddie Recording, 12202 Union Ave., Cleveland, OH, 44105, (216) 752-3440. Pres.: Louise Boddie; Vice Pres./Eng.: Thomas R. Boddie; Mgr.: Dennis Boddie.

Label(s): (Owned) Bounty, Luau, Soul Kitchen, (Distributed) Caribe.
Bold 1 Records, 2124 Darby Dr. NW, Massillon, OH, 44646, (216) 833-2061. A&R: Nick Boldi.
 Label(s): (Owned) Bold One, Rostown.
Bonaire Records, 7774 Torreyson Dr., Los Angeles, CA, 90046, (213) 876-0367. Fax: (213) 876-0476. Pres./A&R Rep.: Clive Corcoran.
 Label(s): (Owned) Avalanche, Bonaire.
 US Reps.: INOI.
Boston Skyline Records, 73 Hemenway St., #508, Boston, MA, 02115, (617) 536-5464. Fax: (617) 266-1575. Owner: Wayne Wadhams; Mktg./Promo. Mgr.: Tom Ullmann; Eng./Mastering Dir.: John Services.
 Label(s): (Owned) Boston Skyline.
 US Reps.: Hired Gun (PA); Big State (TX,GA,FL); Bassin (FL); Encore (CO); MS Dist (IL); Sound Warehouse (TX); River-town, Select Music Systems (MN); Abbey Road, Chi-Lin Dist., Tower Int'l Dist., HB Recordings (CA); Alliance (CT).
 Int'l Reps.: Dist. Fusion III (Canada).
Bouquet-Orchid Enterprises, PO Box 1335, Norcross, GA, 30091, (404) 798-7999. Pres.: Bill Bohannon; Dir., A&R: Ed Neeley; Dir., Publicity/Promo: Sue Harris; Dir., Mktg.: John Bohannon.
 Label(s): (Owned) Bouquet.
Bradley Brothers Records & Tapes, Box 2144, Winnetka, CA, 91306, (805) 522-6045. Fax: (805) 522-6058. Owner: Don Bradley; Vice Pres.: Hal Bradley; Nat'l Promos.: Debbie Lee.
 Label(s): (Owned) Bradley Brothers, Cobra Country, EZ Stores, Tex Mex.
Braidwood Records, 400 Amboy Ave., Metuchen, NJ, 08840, (908) 548-8542. Fax: (908) 548-6885. Pres.: Andrew Bellware; Dir.: JoAnne Mello.
Brainchild Records (Div. of Dean Whitney Music Enterprises), PO Box 1623, Lake Arrowhead, CA, 92352, (909) 337-5161. Fax: (909) 337-0474. Gen. Mgr.: Dean Whitney.
Branch Int'l Records, 11347 Park Central Pl., Dallas, TX, 75230, (214) 750-0720. Fax: (214) 987-4638. Owner: Pat McKool; A&R: Mike Anthony; Publicity: Dolores Pitman.
 Office(s): 23 Music Sq. E., Ste. 101, Nashville, TN, 37203, (615) 251-3128, Owner: Pat McKool.
 Label(s): (Owned) Branch Int'l.
Bransounds Record Co., 132 Highland Dr., Ste. 8, Branson, MO, 65615, (417) 336-2463. Fax: (417) 336-2463. Pres.: Rick Rogers.
Brat Records, PO Box 157, Richmond, VA, 23201, (804) 359-0001. Pres.: Barry Gottlieb.
Brentwood Music, Inc., One Maryland Farms, Ste. 200, Brentwood, TN, 37027, (615) 373-3950. Fax: (615) 373-0366. Vice Pres., Pdct. Devel.: Dale Matthews; Creative Dir.: Ed Kee; Nat'l Sales Dir.: Don Noes; Mktg. Dir.: Dean K. Deihl.
 Label(s): (Owned) Brentwood Bluegrass, Brentwood Jazz, Brentwood Kids Co.
 Int'l Reps.: Word (United Kingdom); Christian Mkt. (Canada/New Zealand); Alby Commercial (Singapore); Glad Sounds (Malaysia); Glory Ministries (Taiwan); Sergio Moreno (Mexico); Marantha (South Africa).
Briarhead Records, PO Box 1875, Gretna, LA, 70054, (504) 392-4615. Fax: (504) 392-4512. Pres.: Ken Keene; Vice Pres.: Frankie Ford.
 Label(s): (Owned) Keeta, Sonor, (Distributed) Stardust.
Brick City Records, PO Box 4291, Springfield, IL, 62708, (217) 523-2262. CEO/Pres.: Robert D. Adams, Sr.; Vice Pres. A&R: Terry Askew; Vice Pres., Admin.: Veronica L. Cook; Vice Pres. Mktg.: Oyeiyinka Abioye.
 Label(s): (Owned) Brick City.
Bridge Records, Inc., GPO Box 1864, New York, NY, 10116, (516) 487-1662. Fax: (516) 773-3397. Pres.: David Starobin; Mng. Dir.: Becky Starobin.
 US Reps.: KOCH Int'l (US).
 Int'l Reps.: Complete Record (UK); Media 7 (France); Bridge Records (Denmark, Sweden, Finland, Norway); Polydor IMS (Japan); Sonart Music Vision (Australia).
Bright Ideas Productions, 31220 La Brea Dr., Ste. 110, Westlake Village, CA, 91362, (818) 707-7127. Fax: (818) 707-0889. Pres.: Lisa Marie Nelson; Mktg. Dir.: Marci L.



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Brio Records, 309 E. 90th St., New York, NY, 10128, (212) 348-1271. Pres.: Bob Katz; Vice Pres.: Mary Kent.
 Label(s): (Owned) Brio.
 US Reps.: Acoustic Sounds (KS).
Broadbeach Records, 3464 Encinal Canyon Rd., Malibu, CA, 90265, (310) 457-4405. Pres.: Randy Nauert.
 Label(s): (Owned) Peaceable, (Distributed) Great Northern Arts.
Brookside Records, 5440 N. Ocean Dr., Ste. 1507, Singer Island, FL, 33404, (407) 842-3383. Fax: (407) 840-9121. Pres.: Reid Whitelaw.
 US Reps.: Hot Productions (FL).
Toni Brown Promotions, PO Box 275, New Hope, PA, 18938, (215) 862-3616. Owner: Toni Brown.

Brunswick Record Corp.,

1841 Broadway, Ste. 713, New York, NY, 10023, (212) 246-7930. Fax: (212) 246-8821. Pres.: Paul Tamopol; Bus. Aff./Licensing Dir.: Mara Tamopol; Legal Aff. Dir.: Mark Solomon; Sales Dir.: David Gore.
 Label(s): (Owned) Brunswick, Dakar, (Distributed) Sutra.

Brunswick Records, 3353 Peachtree Rd. Ste. 220, Atlanta, GA, 30326, (404) 266-8990. Fax: (404) 266-8683. Pres.: Robert A. May; Legal/Bus. Affairs: Amy F. Davis.
 Label(s): (Owned) Buckhead Music, The Comedy Label, Perfect Pitch, Small Wonder, (Distributed) Brunswick.
Janice Buckner/Moonlight Rose Publications, 47 Pearwood Dr., Huntington, NY, 11746, (516) 421-2231. Fax: (516) 421-1050. Mgr.: Sy Buckner; Dir.: Janice Buckner.
 Label(s): (Owned) Moonlight Rose Publications.
 US Reps.: Silo Music, Music for the Little People (VT).
Buckshot Records, 2210 W. Verdugo Ave., Burbank, CA, 91506, (818) 846-6518. Fax: (818) 797-1555. Pres./CEO: Durie Purvis; A&R Dir.: Vernon Bell; Bus. Affairs: Bob Tirado; Admin.: Bill K. Ellis.
 Int'l Reps.: P-Vine (Japan).
Bullseye Blues Records, One Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Marian L. Levy; Vice Pres.: Ken Irwin; Int'l. Bill Nowlin; A&R: Ron Levy.
 US Reps.: Rounder, Precision (MA).
Bunjak Records/Acres of Talent, 900 Westgate Ln., Ste. C-8, Bossier City, LA, 71112, (318) 742-5777. Pres.: Lillian Mills.
Burnside Records, 3158 E. Burnside, Portland, OR, 97214, (503) 231-8943. Fax: (503) 238-2020. Pres./A&R: Terry Currier; Nat'l Sales/Promo: Bill McNally; Sales: Traci Taylor.
 Label(s): (Owned) Burnside, (Distributed) Eurock, Magic Wing.
 US Reps.: Distribution North America (MA); Rockbottom (FL).

C

C.E.G. Records, Inc., 102 E. Pikes Peak Ave., Ste. 600, Colorado Springs, CO, 80903, (719) 632-0227. Fax: (719) 634-2274. Pres.: Robert A. Casey; Vice Pres.: Lindsay J. Case; Legal Counsel: Randle W. Case II; Exec. Asst.: Pres.: Kristine M. Doyon; Chief, Security: Kevin M. Elliott.
CGI Records, 2001 Butterfield Rd., Ste. 1400, Downers Grove, IL, 60515, (708) 769-0033. Fax: (708) 769-0049. CEO: Thomas R. Leavens; Pres.: Joe Thomas; Pres.-Music Div.: Bill Gilbert; Vice Pres.: A&R: Telisa Stinson.
 Label(s): (Owned) CGI Records, Light, River North, River North Jazz, River North Nashville.
 US Reps.: Polygram Group (NY).
CGR Productions, 1526 14th St., Ste. 109, Santa Monica, CA, 90404, (310) 395-6995. Fax: (310) 395-9334. Contacts: Cliff Gorov, Garry Rosenblum.
CITA Communications, Inc., 676 Pittsburgh Rd., Butler, PA, 16001, (412) 586-6552. Fax: (412) 586-6642. Pres.: Michael Paul Taimuty, II; A&R: Mickil E. Taimuty; Mktg/Promo: Melissa Taimuty.
 Label(s): (Owned) Ctrl+Alt Digital, Phunni, Tropa.
Calvert Street Records, Inc., 1400 Alileanna, Baltimore, MD, 21231, (410) 522-1001. Fax: (410) 675-4859. Pres./A&R: Stephen Janis.
 Label(s): (Owned) CLR, Calvert Street, Ultra-Ethereal.
CMH Records, Inc., PO Box 39439, Los Angeles, CA, 90039, (213) 663-8073. Fax: (213) 669-1470. Pres.: David Haerle; Dwell Records: Raul Caballero.
 Label(s): (Owned) CMH, (Distributed) Bumi, Dwell.
CPC Records, PO Box 51525, Levittown, PA, 00950, (809) 261-6100. Fax: (809) 795-9500. Pres.: Candido Parrilla; Pres./A&R: Candido Parrilla; Promo/Mktg.: Miriam Rodriguez; Admin.: Antonia Serrano.
 Label(s): (Owned) CPC.
 US Reps.: Aponte Dist., Nat'l Dist., (PR).
Cabin Fever Music, 100 W. Putnam Ave., Greenwich, CT, 06830, (203) 863-5200. Fax: (203) 863-5268. Pres.: Thomas Molito; Vice Pres. Sales/Mktg.: Robert Bantle; Vice Pres. Music: Bill Doble.
 Label(s): (Owned) Cabin Fever Music.
 US Reps.: Navarre Corp. (MN).
Cachet Entertainment, PO Box 783, New York, NY, 10101, (212) 757-8430. Fax: (212) 767-1204. Pres.: Jack Levy; CFO: Joel Silverman; Vice Pres., Mktg.: Harry Safter; Vice Pres.: A&R: Bill Heller.
 Label(s): (Owned) Cachet Entertainment.

Cactus Records, 125 43rd Ave. N., Nashville, TN, 37209, (615) 292-0324. Owner: Butch Baldassari.
Cadence Jazz Records Ltd., Cadence Bldg., Redwood, NY, 13679, (315) 287-2852. Fax: (315) 287-2860. Pres.: Robert D. Rusch; Promo: Dave Bernstein; Adv.: Larry Raye.
 Label(s): (Owned) Cadence Jazz.
Cadet Records, 221 E. Main St., Burnett, WI, 53922, (414) 689-2320. Contact: Don Peachey.
 Label(s): (Owned) Cadet.
Cafe Records, PO Box 2313, Harbor, OR, 97415, (503) 469-5940. Fax: (503) 469-1980. Mng. Dir.: Stephen Bruce; Gen. Mgr.: Phil Jeffery.
Caliber Records, Inc., 12754 Ventura Blvd., 2nd Floor, Studio City, CA, 91604, (818) 985-0009. Fax: (818) 985-9292. Pres.: Stephen Brown; Sr. Vice Pres./Gen. Mgr.: Robin Wren; Vice Pres.: William Follett; Vice Pres.: Jack Ashton.
California Int'l Records, PO Box 2818, Newport Beach, CA, 92659, (714) 494-0181. Fax: (714) 494-0982. Pres.: Joseph Nicoletti; A&R: Eliza Lorenz.
 Label(s): (Owned) California Int'l, Creative Network Co., Global Village.
Canasta Record Co., 318 N. Seventh St., Kingsville, TX, 78363, (210) 592-0391. Owner: Beltran L. Garcia.
Candy Records, 2716 Springlake Ct., Irving, TX, 75060, (214) 790-5172. Owner/Gen. Mgr./A&R: Kenny Wayne; Office Mgr.: Candy Renee Hagler; Asst. Office Mgr.: Holli Hagler; Warehouse Mgr.: Ronnie Hart.
 Label(s): (Owned) Candy, Holli, Kountry Kamotion, Lil' Possum, Sweet Tooth.
Canyon Creek Records, Inc., 11347 Park Central Pl., Dallas, TX, 75230, (214) 750-0720. Fax: (214) 987-4638. Contact: Bart Barton.
 Label(s): (Owned) Canyon Creek, (Distributed) Branch Int'l, Lemon Square.
Canyon Records Productions, Inc., 4143 N. 16th St., Ste. 6, Phoenix, AZ, 85016, (602) 279-5941. Fax: (602) 279-9233. Pres.: Robert Doyle; Vice Pres.: Marty Butler; Opns. Mgr.: Dolores Doyle.
 Label(s): (Owned) Canyon.
Capitol Records, 1750 N. Vine St., Hollywood, CA, 90028, (213) 462-6252. Pres.: Gary Gersh; Exec. Vice Pres.: Ralph Simon; Sr. Vice Pres. Promos.: John Fagot; Sr. Vice Pres. Sales: Lou Mann; Sr. Vice Pres., Mktg.: Bruce Kirkland; Nat'l Dir., Rock Promo: Tasha Mack; Dir. Artist Devel.: Rob Gordon; Vice Pres., Creative Mktg.: Ruth Carson; Sr. Vice Pres.: A&R: Simon Potts; Vice Pres., Urban Promo: Barbara Lewis; East Coast Gen. Mgr.: Bruce Lundvall; Vice Pres.: A&R: Tim Devine; Vice Pres., Mktg.: Tom Corson; Vice Pres. Video Prod.: Michelle Peacock; Vice Pres. Media/Artist Rel.: Audrey Strahl; Vice Pres., Int'l: Paddy Spinks.
 Office(s): 810 Seventh Ave., New York, NY, 10019, (212) 603-8700. Gen. Mgr.: Bruce Lundvall.
Caprice Int'l Discs, Postal Ste. 808, Lititz, PA, 17543, (717) 627-4800. Fax: (717) 627-7664. Founder/CEO: Gerry Granahan; Pres./A&R Dir.: Joey Welz; Professional Mgr.: James E. Myers; Vice Pres., Int'l: Rob Van Antwerpen; Vice Pres., Promo: Butch Paulson; Nat'l Promo: Richard Colonzi; West Coast Promos.: Nick Therry.
 Label(s): (Owned) American Radio, Bat, Canadian American, Caprice Int'l, Disc-Go, Juke Box, Lefevre, Monumental, (Distributed) Arctic, August, Big Noise, Bold-I, Bounce, Dome, Fraternity, Golden Moon, Guido, Lecam, Music City, Nomca, Orange, Palmer, Pastel, Red Moon, Rocket, S-B, S&M, Sanity Check, Saxe, SpinIt, Trend, Wedge, Zephyrus.
 US Reps.: Trend (GA); Dixi Raks, N.S.D., Music City Dist. (TN); L.R.J. (NM); N.O.M.C.A. (LA); I.M.A. (NJ); and other independent distributors.
 Int'l Reps.: Two Marie Music, Pool Music, Hydra, Bison Bop, Mark White Press & Publicity, Polydor (Germany); T.L.P., Media Tron (Belgium); All Disc (Brazil); Dureco (The Netherlands); Blitz Records, N.C.M.O. (Sweden); Show Music/B.M.G. (Switzerland); Alligator, P.M.G. (France); Ace (United Kingdom).
Capricorn Records, Inc., 120 30th Ave. N., Nashville, TN, 37203, (615) 320-8470. Fax: (615) 320-8478. Pres.: Phil Walden; Vice Pres./Gen. Mgr.: Don Schmitzer; Vice Pres., Promos/Mktg.: Jeff Cook; Dir., Bus. Affairs: Philip Walden, Jr.; Nat'l Dir., Country Promo: Rick Rockhill.
Capstan Records, PO Box 211, East Prairie, MO, 63845, (314) 649-2211. Pres.: Tommy Loomas; Vice Pres.: Joe Silver; A&R: Alan Carter; A&R: Glen Horsley.
 Label(s): (Owned) Octagon.
Carlyle Records, Inc., 1217 16th Ave. S., Nashville, TN, 37212, (615) 327-8129. Fax: (615) 321-0928. Pres.: Laura Fraser; Vice Pres.: Preston Sullivan; Dir. Promo: Keith Coes.
Carmel Records, PO Box 50353, Palo Alto, CA, 94303, (415) 856-3650. Fax: (415) 856-0371. CEO: Marjorie Jean; Exec. Producer/Chrm. of the Board: Donald Grosarth; Dir., Opns.: Glen L.R. Sexton; Dir., Promos/Artist Rel.: Jeanette Avenida.
 Label(s): (Owned) Carmel, (Distributed) Acoustic Moods, Edgetone, Fountain Prods., KS, Magical Music Express, Navarraz, Nightengale, Piano Princess, Rainin'.
Carnahan Enterprises, Old Hwy 54 W., Macks Creek, MO, 65786, (314) 363-5432. Fax: (314) 363-5820. Owner: B.J. Carnahan; Gen. Mgr.: Brad Edwards.
 Label(s): (Owned) BOC, History.
Caroline Records, Inc., 114 W. 26th St., 11th Floor, New York, NY, 10001, (212) 989-2929. Fax: (212) 989-9791. COO: Matthew Flatt; Vice Pres./A&R/Label Opns.: Lyle Preslar; Vice Pres./Sales/Dist.: Rick Williams; Dir./Press/Video: Amy Welch.
 Office(s): 9834 Glenoaks Blvd., Sun Valley, CA, 91352, (818)

504-0965. Fax: (818) 504-2745.
 Label(s): (Owned) Astralwerks, Caroline, Gyroscope, Herald, Passenger, Primo Scree, Real World, Venture, (Distributed) All Saints, Antler Subway, Blue Plate, EG, Front Line, Plan 9, Play It Again Sam, Rear World.
 Int'l Reps.: Virgin (UK).
Carousel Records, 80 S. Washington St., Ste. 200, Seattle, WA, 98104, (206) 624-7688. Fax: (206) 622-7929. Pres.: Walt Wagner.
Cartone Records, 747 Tenth Ave., New York, NY, 10019, (212) 586-1189. Fax: (212) 765-6435. Contact: Tony Pabone, Jr.
Buzz Cason Enterprises, 2804 Azalea Pl., Nashville, TN, 37204, (615) 383-8682. Fax: (615) 383-8696. Pres./Owner: James E. "Buzz" Cason.
 Label(s): (Owned) Track America.
Castle Records/All Star Promotions, PO Box 1130, Tallavast, FL, 34270, (813) 351-3253. Fax: (813) 351-3253. Pres.: Rob Russen; Vice Pres., C & W Div.: Lynn N. Russen; C & W Div., A&R: Sal Corrente.
 Label(s): (Owned) All Star, Jade, Phoenix, Pyramid, Rock Island, TCB.
Catalpa Records, PO Box 1314, Santa Cruz, CA, 95061, (408) 427-3153. Partners: Matthew Werner, Maria Kersey, Michele Whizin, Michael Wilson.
 Label(s): (Owned) Catalpa.
Celebrity Licensing, Inc., 6711 Forest Lawn Dr., Ste. 100, Los Angeles, CA, 90068, (213) 876-9615. Fax: (213) 876-1810. CEO: Thomas Bonetti; Vice Pres.: Nola Leone, Scott Ravine.
 Label(s): (Owned) Barnaby, Cadence, Chancellor, Charger, Class, Coed, Crusader, Eldo, Fraternity, GRT, Janus, Monogram, Parlo, Rendezvous.
Celluloid Records Ltd, 180 Varick St., Ste. 1400, New York, NY, 10014, (212) 606-3748. Fax: (212) 675-6847. Label Mgr./Promos.: Betsy Kelly; A&R Dir.: Roberto Soares; Promo, Mktg.: Amy Killoff; Mktg./Sales: Matt Gurwitz.
 Label(s): (Owned) Brazilioid, Celluloid, Club Rio, Mercenary, Moving Target, Skaloïd, (Distributed) Day Eight, Metrotone.
Centaur Records, 82 Aldine St., Rochester, NY, 14619, (716) 328-4649. Pres.: Martha Pitoni; A&R Head/Creative Dir.: Ven Pitoni; Publicity: Marvin Steffey; Promos./Sales: Harold Bentley; Adv./Pub. Rel.: Marvin Steffey.
 Label(s): (Owned) Centaur, Ruth, Sea King.
Centaur Records, Inc., 8867 Highland Rd., Ste. 206, Baton Rouge, LA, 70808, (504) 336-4877. Fax: (504) 336-9678. Pres.: Victor E. Sachse; Vice Pres.: Dan Cassin.
 Label(s): (Owned) Centaur.
 US Reps.: Qualiton (US).
 Int'l Reps.: Complete Record Co (UK); Disco-Center (Germany); La Bottega discantica (Italy) Tokyo M. Plus Co. (Japan); IBS (Canada); Euroton (Sweden); Several (Spain); Spartacus (Mexico, Hong Kong).
The Century Family, Inc./Century Media Records, 1453A 14th St., Ste. 324, Santa Monica, CA, 90404, (310) 336-0094. Fax: (310) 336-1455. Dir., A&R: Borivoj Urgin; Dir., Sales: Julie Wexler; Dir., Publicity: Ula Gehret; Mng. Dir.: Oliver Withoft.
 Label(s): (Owned) Century Black, Century Media, (Distributed) Lonely Planet Productions, Millennium.
 US Reps.: RED (NY).
 Int'l Reps.: SPV (Germany); Plastichead (UK).
Century Records, Inc., PO Box 4094, Pittsburgh, PA, 15201, (412) 782-4477. Pres.: Edward J. Moschetti; A&R: Matt Edwards.
 Label(s): (Owned) Star.
Cerebral Records, 1236 Laguna Dr., Carlsbad, CA, 92008, (619) 434-2497. Pres.: Lincoln A. Kroll; Vice Pres./Accounting: Laura Maher.
 Label(s): (Owned) Cerebral.
 US Reps.: City Hall Records Dist. (CA).
Cexton Records, 2740 S. Harbor Blvd., Ste. K, Santa Ana, CA, 92704, (714) 641-1074. Fax: (714) 641-1025. Pres./Vice Pres.: A&R: John Anello, Jr.; Vice Pres., Promo/A&R: Christine Thompson.
 Label(s): (Owned) Blue, (Distributed) Rare Sound, Triangle, Wildcat.
 US Reps.: Abbey Road (CA).
Cha Cha Records, PO Box 321, Port Washington, WI, 53074, (414) 284-5242. Fax: (414) 284-5242. Contact: Joseph C. DeLucia.
 Label(s): (Owned) Cap, Cha Cha, Debby.
Channel Productions, 305 Third Ave. E., Twin Falls, ID, 83303, (208) 734-8668. Fax: (208) 734-6550. Owner: Sam Yost; Office Mgr.: Mary Kay Martin; Dir., Mktg.: Judi Baxter.
 Label(s): (Distributed) Channel Prods.
 US Reps.: Encore (CO); Music Distributors (TX); Real to Reel (CA); Music Design (WI).
Charade Records, 1384 Sequoia Ave., Tulare, CA, 93274, (209) 686-2533. Pres.: Raymond A. Baradat; Vice Pres.: Sandra G. Baradat; Promos.: Bob Dennison; A&R: Art Stewart.
 Label(s): (Owned) Charade, Faux Pas, Taradab, (Distributed) Rooster Fish.
Charisma Records, 1790 Broadway, 20th Floor, New York, NY, 10019, (212) 586-7700. Fax: (212) 765-0989. Pres.: Phil Quartararo; Vice Pres. Sales: Jerre Hall; Vice Pres. Nat'l Pop Promo: Al Moinet (Los Angeles); Vice Pres. Publicity: Milhan Gorkey; Press Mgr.: Lisa Rettanni; Dir. Int'l: Lori Pappalardo.
 Office(s): 335 N. Maple Dr., Ste. 260, Beverly Hills, CA, 90210, (213) 275-9071. Fax: (213) 275-9148. Vice Pres. West Coast A&R: Danny Goodwin; Vice Pres. Album Promo: Lenny Bronstein.
 Label(s): (Owned) Charisma, (Distributed) Point Blank.
 US Reps.: Dist. by Atlantic through W.E.A. (NY).

Chase Music Group, PO Box 11178, Glendale, CA, 91226, (818) 507-4240. Fax: (818) 241-9778. Pres.: William G. Stillfield. Label(s): (Owned) Chase Music Group, Mighty Tiger. US Reps.: Action Music (OH); Encore (CO); Landmark (MN); Precision Sound Marketing (WA); Rock Bottom (FL); Twinbrook Music (NY).

Chattahoochee Records, 15230 Weddington St., Sherman Oaks, CA, 91411, (818) 788-6863. Pres.: Christopher Yardum; Mktg. Mgr.: Andre Duval; Promo.: Robyn Myers.

Cheetah Records, Inc., 3208 E. Colonial Dr., Ste. 131, Orlando, FL, 32803. Pres.: Thomas R. Reich; Vice Pres.: Michael Hampton; Gen. Mgr.: Cindy Barr; Mktg.: Sheila Strom; A&R: Allen Govan. Label(s): (Owned) Cheetah, Majii, R. M.

Cheetah Records, 252 W. 30th St., #6-B, New York, NY, 10001, (212) 971-0296. Fax: (212) 714-0151. Pres./CEO: Tero Nakamura; Exec. Vice Pres.: Doc Battle; Gen. Mgr.: Tadashi Yasunaga; Mktg./Promo. Dir.: Paul Khalaf. Label(s): (Owned) Sazz.

Chemistry Records Ltd., 117 W. 26th St., 5th Floor, New York, NY, 10001, (212) 741-0007. Fax: (212) 243-2603. Pres.: Robert John Jones; A&R Dir.: Brian Chin; A&R Mgr.: J. C. Hairston. US Reps.: Mercury Records (NY), INDI (NJ).

Chequamegon Music, PO Box 223, Washburn, WI, 54891, (715) 373-5731. Dir.: Steven Zdenek Eckels; Associate Producer: Barbara J. Eckels. US Reps.: Silo (CT); 4 Winds (CO); Mill City (MN). Int'l Reps.: Holborne (Canada).

Cherry Lane Records, Inc., 10 Midland Ave., Port Chester, NY, 10573, (914) 937-8601. Fax: (914) 937-0614. Pres.: Peter Primont; A&R: Michael Connelly.

Chesky Records, 311 W. 43rd St., Ste. 702, New York, NY, 10036, (212) 586-7799. Fax: (212) 262-0814. Pres.: Norman Chesky; Mktg. Dir.: Lee Greenblatt; A&R: Steve Kaiser; Artist Devel.: Lisa Hirshfield; Int'l Pub. Promo.: Roy Spangenthal.

Chi-Town Records, 2123 N. Seminary Ave., Chicago, IL, 60614, (312) 348-3730. Pres./A&R: Carl Bonafede; Vice Pres.: Lew Douglas. Label(s): (Owned) Chi-Town, (Distributed) Chi-City, Land of Lincoln, Railroad Center.

Chiaroscuro Records, 830 Broadway, New York, NY, 10003, (212) 473-0479. Fax: (212) 475-1567. Chrmn.: Andrew Sordoni; Pres.: Hank O'Neal; Vice Pres.: Shelley Shier; Sales, Mktg.: Jon Bates; Promo., Publicity: Gina Lawson.

Choke, Inc., 1376 W. Grand Ave., Chicago, IL, 60622, (312) 226-9477. Fax: (312) 733-7447. Co-Pres.: Phillip Tory; Co-Pres.: Brendan Coyne. Label(s): (Owned) Choke.

Christy Records Int'l, 1817 Loch Lomond Way, Las Vegas, NV, 89102, (702) 384-0030. Fax: (702) 382-1926. Pres.: Joe Jan Jaros; Vice Pres.: A&R: Jennifer J. Jaros; Vice Pres.: Pauline M. Jaros. Label(s): (Owned) Americatone Int'l USA, Christy Int'l. US Reps.: Otter Dist., Big Dist., Int'l Dist. (CA); Harbor Dist., Twinbrook (NY).

Chrysalis Records, Inc., 1290 Avenue of the Americas, New York, NY, 10104, (212) 492-1200. Fax: (212) 319-0685. Sr. Vice Pres., Promos.: Tom Gorman; Nat'l Dir., Video Promos.: Suzanne Olsson. Office(s): 9255 Sunset Blvd., Ste. 319, Los Angeles, CA, 90069, (213) 550-0171. Fax: (213) 550-0785. Dir., Product Mgmt.: Fran Musso; 13 Bramley Rd., Scenic Brewery, London, W10 6SP, United Kingdom, (213) 550-0171, Fax: (071) 221-6455. Pres.: Paul Conroy. Label(s): (Owned) Ensign. US Reps.: CEMA (CA).

Church Street Records, 1010 17th Ave. S., Nashville, TN, 37212, (615) 244-2928. Fax: (615) 244-2928.

Cimiron/Rainbird Records, Inc., 607 Piney Point Rd., Yorktown, VA, 23692, (804) 898-8155. Pres.: Lana Puckett; Vice Pres./Gen. Mgr.: Kim Person. Label(s): (Owned) Cimiron, Rainbird.

Cinema Records, Inc., 812 W. Darby Rd., Havertown, PA, 19083, (610) 446-7100. Fax: (610) 446-7721. Pres.: Dennis Somach; Vice Pres.: Richard Somach. Label(s): (Distributed) Capitol.

Cism Records, 708 W. Euclid, Pittsburg, KS, 66762, (316) 231-6443. Owner: Shawn Strasser; A&R: Dawn Bruce; Vice Pres.: A&R: Gene Strasser.

City Pigeon Records, PO Box 43135, Upper Montclair, NJ, 07043, (201) 857-2935. Pres.: Richard Reiter; Promo./A&R: Susan Feldman.

City Spark Records, 2208 W. 56th St., Shawnee Mission, KS, 66208, (913) 722-2422. Fax: (913) 722-1606. Pres./A&R: Tom Mardikes. Label(s): (Owned) City Sparks Records. US Reps.: Bayside (CA); Encore (CO); Silo Systems (VT); Music Design (WI).

Claiming Race Records, PO Box 2147, Sioux City, IA, 51104, Pres.: T. H. Eglin; Dir.: "Morrie" Miller. Label(s): (Owned) Claiming Race, (Distributed) Blue-Eyed-Blues, Blues City, Little Chicago, Tractor Records, Trick Bag.

Clean Cuts, Inc., 2901 Chestnut Ave., Baltimore, MD, 21211, (410) 467-4231. Fax: (410) 467-4642. Pres.: Jack Heyman. Label(s): (Owned) Clean Cuts.

Cleveland Co., 12600 Rockside Rd., Ste. 126, Cleveland, OH, 44133, (216) 278-2353. Pres.: Diane Endres. Label(s): (Owned) Rune.

Clone Records, 251 Cheltenham Ln., Munroe Falls, OH, 44262, (216) 633-1620. Owner/Pres.: Nick Nicholas. Label(s): (Owned) Akros, Clone.

Clubhouse Records, 244 S. "A" St., Santa Rosa, CA, 95401, (707) 575-9552. Fax: (707) 575-4431. Pres.: Ken Mansfield; Mktg.: Nina Paone, Kelly Grogan; Artist: Tor Olson. US Reps.: Distribution North America(MA).

Coimex Int'l Ltd., 320 Old Dominion Rd., Bristol, VA, 24201, (703) 669-0736. Pres.: Vladimir Radev. Label(s): (Owned) Coimex.

Collector Records, 1604 Arbor View Rd., Silver Spring, MD, 20902, (301) 949-2033. Contact: Joe Glazer. Label(s): (Owned) Collector.

Collector's Pipeline, Inc., 117 Engineers Dr., Hicksville, NY, 11801, Fax: (516) 539-0154. Mgr.: George Grant. Label(s): (Owned) Collector's Pipeline.

Columbia Records, 550 Madison Ave., New York, NY, 10022, (212) 833-8000. Pres.: Don Ienner; Vice Pres./Gen. Mgr.: Fred Ehrlich; Sr. Vice Pres.: A&R: David Kahne; Sr. Vice Pres./Exec. Prod.: A&R: Dr. George Butler; Sr. Vice Pres., Black Music: Tony Anderson; Sr. Vice Pres., Black Music Promo.: Eddie Pugh; Sr. Vice Pres., Promo.: Burt Baumgartner; Sr. Vice Pres., Sales: Rich Kudolla; Sr. Vice Pres., Chaos: Jim Cawley; Vice Pres., Admin.: Denis Venturino; Vice Pres., A&R: Don DeVito; Vice Pres., A&R East Coast: Mitchell Cohen; Vice Pres./Staff Prod.: A&R West: Randy Jackson; Vice Pres., A&R West Coast: Chuck Plotkin; Vice Pres., Soundtracks: Maureen Crowe; Vice Pres., AC Promo.: Jerry Lembo; Vice Pres., AOR Promo.: Kid Leo; Vice Pres., Album Promo.: Jim DelBalzo; Vice Pres., Artist Devel.: Angela Thomas; Vice Pres., Int'l Mktg.: J.P. Bommel; Vice Pres., Mktg. East Coast: Jay Krugman; Vice Pres., Mktg. West Coast: Diarmuid Quinn; Vice Pres., Media: Larry Jenkins; Vice Pres., Nat'l Publicity: Leyla Turkkan; Vice Pres., Video Prod.: Lee Rolontz; Vice Pres., Video Promo.: Mark Ghuneim; Vice Pres., TV Promo.: Vicki Batkin; Vice Pres., Black Music Promo.: Ken Wilson; Sr. Dir./Staff Prod.: A&R: Vaughn Halyard; Dir., A&R/Mktg.: Steve Berkowitz; Dir., A&R: Mike Corbett; Dir., A&R: Jim Dunbar; Dir., A&R: Denise Gatto; Dir., A&R: Faith Newman; Dir., A&R: Maxine Stowe; Dir., Media: Fran DeFeo; Dir., Media: Kevin Kennedy; Dir., Media: Jocelyn Loeb; Dir., Media: Miguel Bague; Dir., Pdc. Mktg.: Nick Cucci; Dir., Pdc. Mktg.: Mason Munoz. Office(s): 34 Music Sq. E., Nashville, TN, 37203, (615) 742-4321. Fax: (615) 254-3879. Pres.: Roy Wunsch; 2100 Colorado Ave., Santa Monica, CA, 90404, (310) 449-2100. Vice Pres., Soundtracks: Maureen Crowe, Vice Pres., TV Rels.: Vicki Batkin. Label(s): (Owned) CHAOS, Columbia, (Distributed) DIW, Duff Jam, Earache, 40 Acres & A Mule, RAL, Red Decibel, Ref House, Thirst Ear, Vinyl Solution.

Colum One Ltd. Music Group, PO Box 6411, Springfield, MO, 65801, (417) 881-5015. Pres./CEO: Elizabeth M. Williams; Vice Pres./Gen. Mgr.: Lou Whitney. Label(s): (Distributed) Borrowed.

Command Records, 10636 Commerce Ave., Tujunga, CA, 91042, (213) 466-3199. Fax: (213) 466-3974. Exec. Vice Pres./Gen. Mgr.: Kent Washburn; Admin. Asst./Radio Promos.: Nawania Lyles; Press/Pub. Rel.: Hilary Hicks. Label(s): (Owned) Command. US Reps.: Word(TN).

Compo Records, 105 Burk Dr., Oklahoma City, OK, 73115, (405) 677-6448. Pres.: Yvonne Devaney; Gen. Mgr.: Sonny Lane.

Composers Recordings, Inc., 73 Spring St., Ste. 506, New York, NY, 10012. Mng. Dir.: Joseph R. Dalton. Label(s): (Owned) CRI, CRI American Masters, Emergency Music, Exchange. US Reps.: Koch Int'l (NY).

Comstock Records Ltd., 10603 N. Hayden Rd., Ste. 114, Scottsdale, AZ, 85260, (602) 951-3115. Fax: (602) 951-3074. Pres.: Frank Fara; Vice Pres./Producer: Patty Parker. Label(s): (Owned) Comstock, Playdo.

Conarch Productions, PO Box 201, Tecumseh, OK, 74873, (405) 598-6379. Owner/Mgr.: Darrell Archer; Prodn. Devel. Coord.: Starla Armitage; Dir., Promos/Mktg.: Beverly Theige. Label(s): (Owned) Conarch Recording, Courier Recording, Gentle Wind Recording, Shadowland Recording.

Concord Jazz, Inc., 2888 Willow Pass Rd., Concord, CA, 94519, (510) 682-6770. Fax: (510) 682-3508. Pres.: Carl E. Jefferson; Exec. Vice Pres.: John Burk; Dir. Promos./Pub./A&R: Nick Phillips; Adv/Promo. Dir.: Nick Phillips. Label(s): (Owned) Concord Concerto, Concord Picante, Crossover, Jazz Alliance.

Concorde Int'l/Con Brio Music, 1620 16th Ave. S., Nashville, TN, 37212, (615) 269-7095. Fax: (615) 269-0131. Gen. Mgr.: Jeff Walker. Label(s): (Owned) Con Brio Music, Concorde Int'l.

Continental Artist Records, PO Box 6025, Newport News, VA, 23606, (804) 595-9000. Pres.: Mike Von Fremd; Dir. A&R: Frank Evans.

Continental Communications Corp., 523 Route 303, Orangeburg, NY, 10962, (201) 767-5551. Fax: (201) 767-8977. Pres.: Robert Schwartz; Exec. Vice Pres.: Gene Schwartz; Vice Pres., Sales: Ron Bollow. Label(s): (Owned) Laurie, 3 C, (Distributed) Connoisseur, Happy Hour, Planetary, Playback, Silver City. US Reps.: Action Music (OH); Big State (TX); Select O Hits (TN); Landmark Dist. (NJ); Jery Bassin Dist. (FL).

Continental Recordings, Inc., 230 Adams St., Newton, MA, 02158, (617) 630-0007. Fax: (617) 630-0019. Pres./Gen. Mgr.: L. Daniel Flynn; Vice Pres.: John F. Flynn; Treasurer: John K. Chaisson. Label(s): (Owned) Cori.

Continental Records (Div. of Cash Productions), 744 Joppa Farm Rd., Joppatowne, MD, 21085, (410) 679-2262. Fax: (410)

766-1728. CEO/Gen. Mgr./A&R: Ernest W. Cas... Nat'l Promo.: Debra Benedetto; Legal Dept.: Norma. Label(s): (Owned) Continental.

The Continuum Group, Inc., 380 Ludlow Ave., Cranford, NJ, 07016, (908) 709-0011. Fax: (908) 709-0641. Pres.: Tim Brack; V.P. Pdc. Mgmt.: A&R: Tony Kee; V.P. Mktg.: Jen Negri; Exec. V.P., Gen. Mgr.: Joseph DeMeo; Exec. V.P. Special Projects: Curtis Urbina. Label(s): (Owned) Continuum, Dubois, Nuff Nuff, Top Dog. Int'l Reps.: Sony (Japan); Festival (Australia); Music for Nations (U.K.).

Conversa-Phone Institute, Inc., 2101 Ninth Ave., Ronkonkoma, NY, 11779, (516) 467-0600. Fax: (516) 467-0602. Pres.: Edmund L. Owen; Vice Pres.: Bruce A. Owen; Sales Mgr.: Steven Owen. Label(s): (Owned) Conversa-Phone CD, Conversa-Phone Educational, Betty White CD Series, Betty White Dance Series.

Cookin' Records, 26 Northern Ave., Harwich Port, MA, 02646, (508) 432-9070. Contact: Jack Sager. Label(s): (Distributed) Cookin, Demand.

Copper Creek Records, 308 Mapleton Ave. NE, Roanoke, VA, 24012, (703) 563-5937. Fax: (703) 343-3240. Owners: Gary B. Reid, Susan H. Reid.

CopperChase Productions, Inc., PO Box 110099, Nashville, TN, 37222, (615) 832-6480. Fax: (615) 832-0073. Pres.: Jan Reese; Sec.: Beverly Tidwell; Contact: Betty Carnahan; Creative Dir.: Jamie Chavez.

Corason, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owner/Producer: Eduardo Llerenas; Label Contact: Michael Dunford; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul. US Reps.: Rounder Records (MA).

Corinthian Records Co/Hanover Music Corp., PO Box 6296, Beverly Hills, CA, 90212. Pres.: Paul Weston; Vice Pres.: Jo Stafford Weston; Sec./A&R: Tim Weston.

Cosmotone Records, 3350 Hwy. 6, Ste. 412, Houston, TX, 77478. Contact: Rafael Brom. Label(s): (Owned) Brom Studio, Center For The Queen Of Peace, Cosmotone Music.

Country Int'l Records, 23 Music Cir. E., Nashville, TN, 37203, (615) 327-4656. Vice Pres.: J.G. Ford. Label(s): (Owned) Emkay, Ford, Merry-Go-Round, (Distributed) Tree Top.

Country Music Foundation, 4 Music Sq. E., Nashville, TN, 37203, (615) 256-1639. Fax: (615) 255-2245. Dir.: Bill Ivey; Deputy Dir.: Kyle Young; Sales Rep.: Kelley Sallee-Snead. Label(s): (Owned) Country Music Foundation. US Reps.: REP Co. (MN).

Country Showcase America Records, 385 Main St., Laurel, MD, 20707, (301) 725-7713. Fax: (301) 604-2676. Pres.: Francis



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Gosman; Promos: Bob Teaff/Cherokee; A&R: Bill Cochran. Label(s): (Owned) CSA, Country Showcase America. Country Star Int'l, 439 Wiley Ave., Franklin, PA, 16323, (814) 432-4633. Pres: Norman Kelly; Vice Pres: Oliver Mersey; Sec./Treasurer: June L. Kelly. Label(s): (Owned) CSI, Country Star, Mersey, Process. County Records, Main St., Floyd, VA, 24091, (703) 745-2001. Fax: (703) 745-2008. Owner: Dave Freeman; Promo/Production: Gary B. Reid. Label(s): (Owned) Rebel.

Covenant Communications, Inc., 920 E. State Rd., American Fork, UT, 84003, (801) 756-9966. Fax: (801) 756-1049. CEO: Lew Kofford; Dir. Mktg.: Robby Nichols; Audio/Video Editor: Marilyn Kofford; Studio Sales: Georgie Hall. Label(s): (Owned) Covenant, The Portals Project, (Distributed) Phoenix.

Cowboy Junction Flea Market & Publishing Co., 3949 W. Hwy. 44 & Jct. 490, Lecanto, FL, 34461, (904) 746-4754. Pres: Buddy Max; Vice Pres: John Pastuch; Sec: Freda Pastuch. Label(s): (Owned) Cowboy Junction.

Cowgirl Records, PO Box 6085, Burbank, CA, 91510. Pres: M. Kaye; Mktg.: A. Andrews; Contact: A. Zedalis. Label(s): (Owned) Cowgirl.

Crazy Cajun Productions, 5626 Brock St., Houston, TX, 77023, (713) 926-4438. Fax: (713) 926-8303. Owner/Prod.: Huey P. Meaux; Admin. Asst.: Kim McIlvain. Label(s): (Owned) Tribe.

Creative Sound Corp., PO Box 755, Malibu, CA, 90265, (310) 456-5482, (718) 921-2807. Fax: (310) 456-7886. Pres: Bob Cotterell; Customer Serv. Mgr.: John Condon. Label(s): (Owned) Sonrise, (Distributed) Solid Rock. US Reps.: Diadem, Inc. (TN).

Credence Records, 10 Universal City Plz., Ste. 830, Universal City, CA, 91608, (818) 505-0488. Fax: (818) 505-0420. Pres./CEO: Ed Carahan; Managing Dir./COO: Santonio R. Scotti; Commander/CIO: Jaeson E.J.E. Jarrett; A&R Mgr.: Danni DeVito. Label(s): (Owned) Credence, Home, Oaktree.

Crescent Moon Records, 6205 Bird Road, Miami, FL, 33115, (305) 666-0291. Fax: (305) 663-1740. Owner: Emilio Estefan; Product & Artist Mgr.: Rebecca Fajardo.

Eddie Crook Co., 814 Wren Rd., Goodlettsville, TN, 37070, (615) 851-1360. Fax: (615) 851-7755. Pres: Eddie Crook; A&R: Danny Jones; Sales: Cyndi Harp. Label(s): (Owned) Cedar Hill, Harvest, Morningstar.

US Reps.: New Day (TN); Spring Arbor (MI). Crystal Clear Sound, 4902 Don Dr., Dallas, TX, 75247, (214) 630-2957. Fax: (214) 630-5936. Owner: Sam Paulos; Studio Mgr.: Keith Rust; Dist. Mgr.: Sherri Gesin. Label(s): (Owned) Crystal Clear Sound.

US Reps.: REP (WA). CrGrtal Records, Inc., 2235 Willida Ln., Sedro Woolley, WA, 98284, (206) 856-4779. Fax: (206) 856-4989. Pres./A&R: Peter Christ; Vice Pres: Linda Felver; Adv.: Sam Mundy. Label(s): (Owned) Avant, Crystal, Poseidon, (Distributed) Genesis, Grenadilla, Wim.

Curb Records, 47 Music Sq. E., Nashville, TN, 37203, (615) 321-5080. CEO: Mike Borchetta; Contact: Sue Austin. Label(s): Curb/Capitol, Curb/Capricorn, Curb/MCA, Curb Records.

Current Records, 906 1/2 Contess Ave., Austin, TX, 78701, (512) 472-4395. Fax: (512) 472-6915. Pres: Bill Cassis; Pres. Mktg./Sales/Promo: Peter Raspler. Label(s): (Distributed) Spindletop Records.

US Reps.: Spindletop Records. Curtiss Universal Record Masters, PO Box 1622, Hendersonville, TN, 37077, (615) 822-1044. Pres: Wade T. Curtiss; Vice Pres. A&R/Int'l: Dick Daniels; Gen. Mgr./Publicity: S. D. Neal; Buyers/A&R: Rob Dreyer; Sales/Promo: Don Rowlett.

Label(s): (Owned) Aaron, C.U.R.M., Canada, Curtiss, Denco, Hendersonville, Ontario, R & M, Record Masters, Rhythm, Rock-A-Billy, Rock-A-Nash-A-Billy, Sunn, Susan, Terock, Toronto.

Cutting Records, 104 Vermilyea Ave., Ste. B-2, New York, NY, 10034, (212) 567-4900. Fax: (212) 304-3470. Pres: Amado Marin; Vice Pres: Aldo Marin; Sales: Louie Garcia; Int'l: Ernie Nieves.

Label(s): (Owned) Cutting, (Distributed) Lumar Music, Sand Castle, Shocking.

Cybervoc, Inc., 1210 Auburn Way N., Ste. 171, Auburn, WA, 98002, (206) 939-0969. CEO/Pres.: John Markovich; Vice Pres./Mktg./Sales: Craig Markovich.

Cymbal Records, PO Box 27410, Las Vegas, NV, 89126, (702) 367-3822. CEO/Pres.: David E. Johnson.

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da music, Inc., 312A Willow Dr., Little Silver, NJ, 07739, (908) 530-6887. Fax: (908) 842-5041. Pres: Achim Neumann; Sales: Chris Coyle; A&R: Susan Swain; Press: John Nielsen.

Label(s): (Owned) Black Lion, Blue Orchid, Night Sky, Story of Blues, (Distributed) Candid, Innovative Communications, Mood.

US Reps.: Navarre (US). Int'l Reps.: Top Hits Discos (Venezuela); Discos Musart (Mexico); Sun Records (Argentina); Sound Solutions (Canada); MCR Distributor (Columbia); Musiland (Chile).

DCC Compact Classics, 8300 Tampa Ave., Ste. G, Northridge, CA, 91324. Pres: Marshall Blonstein; Sales/Mktg.: Jerry Tolmich.

Label(s): (Owned) DCC, Garland, Sandstone.

D C Sound, PO Box 45, Bolivia, NC, 28422, (919) 253-5534.

Owner/A&R: Stan Knowles. Label(s): (Owned) DC Sound, DC Sound Country. DD & M Records & Productions, 8196 SW Hall Blvd., Ste. 320, Beaverton, OR, 97005, (503) 643-2282. Fax: (503) 643-1152. Pres: David Wayne; Dir., Promos: Evie Wall; Dir., Mktg.: Steve Kennedy; Promos: Corban Lester. US Reps.: Ms Distributing (IL).

DRG Records, Inc., 130 W. 57th St., New York, NY, 10019, (212) 582-3040. Fax: (212) 459-9437. Pres: Hugh Fordin; Dir., A&R: Jim Kelly; Licensing Dir.: Louisa Siouka.

Label(s): (Owned) DRB, DRG Archiv, Disques Swing, (Distributed) ABC, Stet, Swing.

US Reps.: Koch. Int'l Reps.: New Note (UK); Night and Day (France); Distribution Fusion (Canada); JVC (Japan); IRD (Italy); ZYX (Germany, Austria, Switzerland, Belgium, Luxembourg, The Netherlands).

D.S.M. Producers, Inc., 161 W. 54th St., Ste. 803, New York, NY, 10019, (212) 245-0006. Fax: (212) 265-5726. Dir. A&R/Professional Mgr.: E.T. Toast.

Label(s): (Owned) All American Composers Library. Dagen/Cabletown Corp., PO Box 410851, San Francisco, CA, 94141, (415) 822-1530. Pres/Mgr.: David Alston.

Label(s): (Owned) Cabletown, Dagen, E-lect-ric. Dance Baby Records/Rap Baby Records, 1 Irving Pl., Ste. G15C, New York, NY, 10003, (212) 260-2773. Fax: (212) 260-8977. Pres: Dean Landew.

Label(s): (Owned) Dance Baby, Rap Baby. Dance World Records, PO Box 180553, Casselberry, FL, 32718, (407) 262-1483. Fax: (407) 695-1915. Pres: Richard Cipollone; Vice Pres. A&R: Terry R. Brooks.

Dancin' Machine Music, 256 S. Robertson St., Ste. 1775, Beverly Hills, CA, 90211, (310) 274-0676. Pres: Jeff Kutash.

Dara Records, 207 E. 84th St., Ste. 206, New York, NY, 10028, (212) 628-8251. Fax: (212) 628-7224. Contact: Maggie Cadden.

Dare Music, Inc., 122 Woodglen Dr., Cary, NC, 27511, (919) 380-9415. Pres: Sol Rabinowitz; Sec.: B. Patkowska-Rabinowitz.

Label(s): (Owned) Baton. Daring Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owner/Producer: Mason Daring; Label Contact: Michael Dunford; Mktg. Dir.: Susan Piver.

US Reps.: Rounder Records (MA). Darksilver Records & Filmworks, Inc., 2507 Roscomare Rd., Burbank, CA, 91510, (213) 476-0631, (818) 841-8332. Fax: (213) 472-4190. Pres: Michael Lee Thomas; Vice Pres: David Altmanav; Vice Pres./Texas Opns.: L. L. Thomas; Legal/Bus. Affairs: Robert S. Greenstein; Vice Pres. A&R: Curtis R. Weaver.

Label(s): (Owned) Dancing Tarantula, Realdream. Darva Records, 6914 Georgian Dr., Austin, TX, 78753, (512) 836-3194. Pres: Ricky Montgomery; Gen. Mgr.: Shirley Montgomery; A&R Dir.: Joe Montgomery.

Label(s): (Owned) Darva. Deadeye Records, PO Box 5022-347, Lake Forest, CA, 92630, (714) 768-0644. CEO/A&R: Frank Jenkins.

Decca Records, 60 Music Sq. E., Nashville, TN, 37203, (615) 244-8944. Fax: (615) 880-7475. Sr. Vice Pres./Gen. Mgr.: Shelia Shipley; Sr. Vice Pres./Head, A&R: Mark Wright; Exec. Asst.: Danielle Godwin; Mgr., Publicity: Lori Evans; Dir., A&R: Frank Liddell; A&R Asst.: Travis Hill.

Delicious Vinyl, Inc., 6607 Sunset Blvd., Los Angeles, CA, 90028, (213) 465-2700. Fax: (213) 465-8926. Co-Owner/Pres: Michael Ross; Vice Pres./Gen. Mgr.: Rick Ross; Vice Pres. A&R: Orlando Aguillan.

Label(s): (Owned) Brass, Delicious Vinyl. Dellwood Music Co., Inc., 87 Norwalk Ave., Whiting, NJ, 08759, (908) 350-4273. Pres: Woodrow G. Gardella; Vice Pres. Sales/Promo: Robert Gardella.

Label(s): (Owned) Dauphne, Dellwood, Woodvale. Delmark Records, 4121 N. Rockwell, Chicago, IL, 60618, (312) 539-5001. Fax: (312) 539-5004. Pres: Robert G. Koester; Opns. Mgr.: Steve Wagner; Admin. Dir.: Susan Koester.

Label(s): (Owned) Delmark, Pearl. US Reps.: Abbey Road, City Hall (CA); Action Music, Campus Records (OH); Encore (CO); Hits Unlimited, MS Dist., (IL); Music Dist. (TX); North Country Dist. (NY); Performance (NJ); Rock Bottom (FL); Rounder Dist. (MA); Rounder Dist. (KS); Select-O-Hits (TN); Silo (VT); Old Fogey Dist., Tant Ent. (MI).

Int'l Reps.: Soudisc (France); Blues Interactions (Japan); Crosscut (Germany); Amigo Music AB (Sweden); BMG/Ariola (Germany); Trend Records (Canada); Fennica Keskus Oy (Finland); Trad Jazz (Sweden); Solo Blues (Spain); Music & Words (The Netherlands); Tropic Records, Swift Record Dist. (United Kingdom).

Delos Int'l, Inc., 1645 N. Vine St., Ste. 340, Hollywood, CA, 90028, (213) 962-2626. Fax: (213) 962-2636. Pres: Amelia S. Haygood; Int'l Sales Dir.: Catharine Jaap; Vice Pres. Sales/Mktg.: Rudi Simpson.

Label(s): (Owned) Delos Int'l, Facet, (Distributed) Ravi Shankar Music Circle.

Delta Music, Inc., 2500 Broadway, Santa Monica, CA, 90404, (310) 479-0667. Pres: Michael McClain; Dir., Mktg.: Mike Kelley.

Office(s): Zur Muhle 2, Frechen, 4, Germany, (49) 223460660, Fax: (49) 223460640; 23 Gardner Industrial Estate Kent House Ln., Beckenham, Kent, BR3 1QZ, United Kingdom.

Label(s): (Owned) Capriccio, Laser Light. US Reps.: Discompacto Corp. (FL).

Int'l Reps.: Nippon Columbia (Japan); Seo Jim Media (Korea); Judy S.A. (Mexico); F.A.S. Development (Philippines); Swissteel Holdings (Singapore); MRA Entertainment (Australia).

Denon Records (Div. of Denon Digitl Industries, Inc.), 135 W. 50th St., Ste. 1915, New York, NY, 10020, (212) 581-2550. Fax: (212) 581-2591. Gen. Mgr./Dir.: Katsuhiko Fujii; Retail Mktg. Mgr.: Eric G. Lowenhar; Nat'l Media/Mktg. Mgr.: Melanne Mueller.

Label(s): (Owned) Denon, Savoy Jazz. Depot Recordings, Inc. (c/o Norwest), 123 S. Hough St., Barrington, IL, 60010, (708) 381-3271. Fax: (708) 381-0422. Prodn. Mgr./Mktg. Dir.: Mark Karney.

The Designer Music Group, 308 Southgate Ct., Brentwood, TN, 37027, (615) 373-0122. Fax: (615) 373-0386. Director: Mark Cabaniss.

US Reps.: Brentwood Music (TN). Destiny Records, 4354 E. Lake Rd., Sheffield Lake, OH, 44054, (216) 949-7113. Owner/Mgr.: Robert Sellers; A&R Dir.: David Sprouse; Nat'l Promo.: Jeff Ellis.

Label(s): (Owned) Destiny, Ranbo. Diablo Records, 3518 Champaign Ave., Youngstown, OH, 44502, (216) 755-7794. Owner/Pres./A&R Dir.: Bill Schaffert. Label(s): (Owned) Diablo.

Diadem Music Group, 3310 West End Ave., 5th Floor, Nashville, TN, 37203, (615) 385-0079. Fax: (615) 383-2947. Pres: George W. King, III; Exec. Vice Pres.: Larry Day; Vice Pres.: Ben Tankard; Dir., Promo.: Mark Sorensen.

Label(s): (Owned) Diadem, Royal Tapestry Music, Tribute. Digital Music Products, Inc., PO Box 15835, Park Sq. Sta., Stamford, CT, 06901, (203) 327-3800. Fax: (203) 323-9474. Pres: Tom Jung; Vice Pres.: Jean Jung.

The Direct Co., Inc., Box 817, Bethel, CT, 06801, (203) 744-2476. Fax: (203) 797-0819. Exec. Vice Pres.: Jim Bennett.

Disa Int'l, 7824 Mainland, Ste. 104, San Antonio, TX, 78258, (210) 684-9563. Fax: (210) 684-9564. Contact: Maria Ballesteros.

Discocentro Zodiac, Inc., 1752 Columbia Rd. NW, Washington, DC, 20009, (202) 328-6533. Fax: (202) 483-5564. Pres: Daniel Bueno-Josephson; Vice Pres./Dir./Mgr./Treasurer: Maria Bueno; Dir.: Daniel Bueno.

Label(s): (Distributed) Cema, Kings Int'l Co., Kubaney, Mar, Sony, Southwest, Universal, Vedisco, W E A, West Side Sound.

Discos Fuentes, 2333 Brickell Ave., P/H 115, Miami, FL, 33129, (305) 854-5241. Fax: (305) 854-7504. Gen. Mgr.: Conrado Domineque; Prodn. Mgr.: Alberto Hoyos; Int'l Dir.: Carlos Acosta; Int'l Rep.: Alejandro Fuentes; Dir., Exports: Esmeraldo Ruiz.

Label(s): (Owned) Gema, Tropical, (Distributed) Dischi Ricordi, Fononmusic, Music Hall, Music Prodn., Peerless, Seeco, Velvet, Virrey.

US Reps.: Vedisco (FL). Discovery Music, 5554 Calhoun Ave., Van Nuys, CA, 91401, (818) 782-7818, (800) 451-5175. Fax: (818) 782-7817. COO: David Wohlstaedter; CEO: Ellen Wohlstaedter; Vice Pres., Sales: Tonya Santors; Vice Pres., Mktg.: Kym Pahoundis.

Label(s): (Owned) Discovery Music. US Reps.: Bertelsmann Music Group (BMG) (NY).

Discovery Records (Warner Music Discovery, Inc.), 2052 Broadway, Santa Monica, CA, 90404, (310) 828-1033. Fax: (310) 828-1584. Pres: Jac Holzman; Mng. Dir.: Keith Holzman; Vice Pres., Sales/Mktg.: Syd Birenbaum.

Label(s): (Owned) Discovery, Musicraft, Trend. Walt Disney Records, 500 S. Buena Vista St., Burbank, CA, 91521, (818) 567-5325. Fax: (818) 953-9910. Vice Pres: Mark Jaffe; Mgr., Live Artist Series: Torrie Dorrell; Mktg. Mgr.: Peter Boucoud.

Label(s): (Owned) Walt Disney. Disques Dual, 10 Old Fort Rd., Cape Elizabeth, ME, 04107, (207) 799-8711. Pres: John Etner; Mgr.: Nancy Caragol.

Label(s): (Owned) Disques Dual. Doctor Dream Records, Inc., 841 W. Collins Ave., Orange, CA, 92667, (714) 997-9387. Fax: (714) 997-0184. Pres: David T. Hayes; Publicity: Judy Miles; Sales: Maurice Torres.

Label(s): (Owned) Doctor Dream. Domino Records, 4209 NW 49th Dr., Tamarac, FL, 33319, Pres/Sales: Joe Bollon.

Door Knob Records (Div. of Gene Kennedy Enterprises, Inc.), 3950 N. Mt. Juliet Rd., Mount Juliet, TN, 37122, (615) 754-0417. Pres: Gene Kennedy; Vice Pres.: Karen Jeglum Kennedy.

Label(s): (Owned) Door Knob, Society. Dragon Records, Inc., 872 Morris Park Ave., New York, NY, 10462, (718) 792-2198. Pres: V.J. Gagliano; Creative Mgr.: Mike Semos; Gen. Mgr.: Joyce Heath.

Label(s): (Owned) Agon, Dragon. Driftwood Records, PO Box 70, Columbus, NM, 88029, (505) 531-2539. Pres: Peter Kobal.

Label(s): (Owned) Broadcast, Driftwood, Tip Top, Top Hat. US Reps.: Dixiraks (TN); Daro Exports (NY).

Int'l Reps.: Bear Family (West Germany). Drunk Poet Productions, PO Box 3567, Palmer, AK, 99645, (907) 746-0957. Pres/Gen. Mgr.: Pat Watkins; Promos./Publicity: Rosanna Watkins.

Label(s): (Owned) Drunk Poet Prodn.s. Charles Dumont & Son, Inc., 1085 Dumont Dr., Voorhees, NJ, 08043, (609) 346-9100. Fax: (609) 346-3452. Pres.: Charles J. Dumont; Gen. Mgr.: Micheal S. Dumont.

Dwell Records, PO Box 39439, Los Angeles, CA, 90039, (213) 663-8098. Fax: (213) 669-1470. A&R: Raul Caballero.

Dyer-Bennet Records, 792 Columbus Ave., New York, NY, 10025, (212) 866-3673. Gen. Mgr.: Harvey Cort.

Label(s): (Owned) Dyer Bennet.

Dynamite Records, PO Box 1557, West Caldwell, NJ, 07006, Label(s): (Owned) Dynamite, Tar Heel.
Dynamix II Records, Inc., PO Box 337, Hallandale, FL, 33008, (305) 456-9602. Fax: (305) 456-9633. COB: Fredric Bernstein; Pres.: Kathie G. Noller; Vice Pres.: David B. Noller.
 Label(s): (Owned) Dynamix Companies, Inc., Dynamix II, Inc.

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EMA Music, Inc., PO Box 91683, Washington, DC, 20090, (202) 319-1688. Pres.: Jeremiah Murphy; Promo: Julia Caul; Promo. Dir.: Benjamin Stukes.
 Label(s): (Owned) EMA Music, Inc.

EMI Latin, 1750 N. Vine St., Hollywood, CA, 90028, (213) 871-5781. Fax: (213) 466-5643. Pres.: Jose Behar; Exec. Vice Pres.: Dave Palacio; Vice Pres., Nat'l Sales Mgr.: Jeff Young; Nat'l Mktg./Promo. Mgr.: Jose Rosario.
 Office(s): 4813-B Fredricksburg Rd., San Antonio, TX, 78229, (210) 366-9626, Fax: (210) 366-3819, Vice Pres., Southwest Opns.: Manuel Gonzalez, Sales Rep., SW/Central Reg.: Elvia Casillas; 145 E. Algonquin Rd., Ste. A, Arlington Heights, IL, 60005, (708) 806-7980, Fax: (708) 806-6077, Promo/Sales Rep. Central Reg.: Carmen M. Cruz; Three University Plz., Ste. 604, Hackensack, NJ, 07601, (201) 801-9303, Fax: (201) 342-2319, Promo. Rep.: Sonia Suazo; 8181 NW 36th St., Ste. 2, Miami, FL, 33166, (305) 477-2821, Fax: (305) 591-9844, Nat'l Mktg./Promo. Mgr.: Nestor Melendez, Reg. Sales Mgr. East Reg.: Eli Cesar, San Jorge 167, Santurce, PR, 00911, (809) 725-6460, Fax: (809) 725-8530, Promo. Reps.: Lourdes Laboy, Edwin Cintron.
 Label(s): (Owned) EMI Latin, (Distributed) J & N.

EMI Records Group North America, 1290 6th Ave., New York, NY, 10104, (212) 492-1200. Fax: (212) 245-4115. Chrmn./CEO: Charles Koppelman; Pres./CEO: Davitt Sigerson; Sr. Vice Pres.: Fred Davis; Exec. Vice Pres./Gen. Mgr.: Larry Stessel; Sr. Dir., Pub. Rel./Commun.: Susan Lietz; Sr. Dir., A&R: Dave Gossett; Vice Pres., A&R: Brian Koppelman; Sr. Vice Pres., A&R (SBK): Don Rubin; Vice Pres., A&R (SBK): Nancy Brennan; Dir., A&R (SBK): Peter Ganbar; Vice Pres., A&R (Chrysalis): Sue Drew; Sr. Dir., A&R (Chrysalis): Duff Marlowe; Sr. Vice Pres., Mktg.: Patrick Quigley; Vice Pres., Legal/Business Affairs: Peter Napolitano; Sr. Dir., Rap Music: Lindsey Williams; Nat'l Dir., Radio Promo/Rap: Harry Fobbs; Mgr., Rap Publicity/Video: Walter Dawkins; Dir., A&R Admin.: Jayne Grodd; Sr. Dir., Bus. Affairs: Deborah Dugan; Vice Pres., Creative Servs.: Henry Marquez; Vice Pres., Finance: Ian Simpson; Sr. Vice Pres., Publicity: Eliot Selznick Hubbard; Vice Pres./Gen. Mgr., Publicity: Frances Pennington; Vice Pres., Prodn.: Jess Auerbach; Vice Pres., Royalties/Special Projects: Glenn Nordlinger; Sr. Vice Pres., Mktg.: Ken Baumstein; Vice Pres., Mktg. (Chrysalis): Jane Berk; Mktg. Dir. (Chrysalis/SBK): Richard Sarbin; Mktg. Dir. (EMI): Gary Beech; Vice Pres., Devel.: Fran Musso; Vice Pres., Video Devel.: Jeff Panzer; Dir., Catalog Devel./Mktg.: Bruce Harris; Vice Pres., Sales: Bob Cahill; Sr. Dir., Retail Mktg.: Dutch Crumbitt; Sales: Phil Blume; Vice Pres., Promo: Ken Lane; Mgr., Human Resources: Leo Munoz; Vice Pres., Top 40 Promo: Michael Steele; Vice Pres., AC: Laura Kuntz; Vice Pres., Rock Music: Mike Schnapp; College/Alternative Promo: Michael Goldstone; Vice Pres., Human Resources: Anne Yarmark; Dir., Office Servs.: Janice DeMadona; Dir., Office Affairs: Cherie Champion; Sr. Dir., Strategic Plan.: Michael L. Greenspan; Dir. A&R: Debbie Southwood-Smith.

Office(s): 8730 Sunset Blvd., Los Angeles, CA, 90069, (310) 659-1700, Fax: (310) 289-6498, Sr. Vice Pres./Gen. Mgr., West Coast Opns.: Lawrence Katz, Vice Pres., Rock Music: Michael J. Schnapp.

Label(s): (Distributed) Capitol, Chrysalis, SBK.

US Reps.: CEMA (CA, DC, GA, IL, NC, OH, TX).

ESB Records, PO Box 6429, Huntington Beach, CA, 92615, (714) 962-5618. Pres.: Eva Bonn; Dir.: Stan Bonn.

Label(s): (Owned) ESB.

ESP-Disk Ltd., PO Box 3968, Kingston, NY, 12401, (914) 437-0200. Fax: (914) 657-2861. Pres.: Flavia Stollman.

Label(s): (Owned) ESP Disk, Espresso Jazz, First Underground.

US Reps.: Mikulski (US).

Int'l Reps.: ZYX (Worldwide).

ESS.A.Y. Recordings, 145 Palisade St., Dobbs Ferry, NY, 10522, (914) 693-5595. Fax: (914) 693-7040. Pres.: Richard Kapp; Mfg. Coord.: David Samuel Barr.

Label(s): (Owned) ESS.A.Y. Recordings.

US Reps.: Koch Int'l Classics.

ETS Record Co., 264 Kalihi St., Honolulu, HI, 96819, (808) 847-4300. Owner: Richard Riccio; Gen. Mgr.: Ed Dorman.

Eagle Int'l Records, PO Box 22116, Nashville, TN, 37202, (615) 604-3741. Pres.: D.M. Haddock.

Label(s): (Owned) Ingwood, (Distributed) Axbar, Gold-band, Plantation, Playback, Step One, Sun.

US Reps.: Curtis Wood Dist. (TN).

Earth Mother Productions, Inc., PO Box 43204, Tucson, AZ, 85733, (602) 575-5114. Fax: (602) 886-3162. Pres.: Pamala Ballingham; Vice Pres.: Tim Ballingham.

Label(s): (Owned) Mother Earth.

US Reps.: Direct Co. (CT); Chi-Lin (CA).

EarthFlight Productions, 216 Bruzard Rd., LaGrangeville, NY, 12540, (914) 724-3042. Fax: (914) 724-3739. Dir.: Kosta; Pres.: Craig Peyton; Vice Pres.: Norine Nakao; Mktg.: Brad Warner.

US Reps.: City Hall (CA), Twin Brook (NY), MS Dist. (IL), MPI (TX).

Int'l Reps.: Electric Distr. (Canada).

Earthstar Productions/Records, 2000 Universal Studios Plz., Ste. 603, Orlando, FL, 32819, (407) 262-1483. Fax: (407) 672-2951. A&R/Owner: Terry R. Brooks.

Earwig Music Co., Inc., 1818 W. Pratt Blvd., Chicago, IL, 60626, (312) 262-0278. Fax: (312) 262-0285. Pres./CEO: Michael Robert Frank.

Label(s): (Owned) Airway, Earwig, (Distributed) Be a 'N Baby.

East Side Digital, 530 N. Third St., Minneapolis, MN, 55401, (612) 375-9188. Fax: (612) 375-0272. Owner: Robert Simonds;

Mgr. Dist.: Brad Wolstead; Dir. A&R/Artist Devel.: Steve Daly.

EastWest Records America (A Div. of Atlantic Records), 75 Rockefeller Plaza, New York, NY, 10019, (212) 275-2500. Fax: (212) 956-2270. Chrmn.: Sylvia Rhone; Exec. Asst.: Mae Attaway; Sr. Vice Pres., Nat'l Promos.: Greg Thompson;

Vice Pres., Promos.: Valerie DeLong; Sr. Vice Pres. A&R: Merlin Bobb; Vice Pres., A&R: Derek Oliver; Sr. Vice Pres.,

Mktg.: Steve Kleinberg; A&R Coord.: Jerome Sydenham;

Nat'l Dir. Sales/Mktg.: Mike Carden; Nat'l Dir. Publicity: Lisa Barbaris.

Echo Records, 824 83rd St., Miami Beach, FL, 33141, (305) 865-8960. Pres.: Walter Dana.

Label(s): (Owned) Echo.

Echo Records, Inc., 111 Cedar Lane, Englewood, NJ, 07631, (201) 568-7066. Fax: (201) 568-8699. Pres.: Jeffrey Collins.

Label(s): (Owned) Echo USA.

Eclectic Records, 2121 Ave. of the Stars, 6th Floor, Los Angeles, CA, 90067, (310) 553-7144. Fax: (310) 551-6622. Pres.: J. David Ontiveros.

Eggplant Records, 3008 Belden Dr., Los Angeles, CA, 90068, (213) 469-2719. Fax: (213) 464-2272. Owners: Nick Therry/

Sherry Therry.

Label(s): (Owned) Spinit.

Eiffert Records, PO Box 5412, Buena Park, CA, 90620, (909) 371-2973. Contact: Leo J. Eiffert, Jr.

El Toro Productions (Div. of Warner/Chappell Music), 10585 Santa Monica Blvd., Los Angeles, CA, 90025, (310) 441-8699.

Fax: (310) 470-3232. Exec. Vice Pres., A&R: Erich Bulling.

Elegance/Zesty Records Co., 8027 Thurston Dr., Cicero, NY, 13039, (315) 699-5613. Fax: (315) 699-7918.

Elektra Entertainment, 75 Rockefeller Plz., New York, NY, 10019, (212) 399-6945. Fax: (212) 399-8830. Chrmn.: Sylvia Rhone; Vice Chrmn./COO: Aaron Levy; Vice Pres./Gen. Mgr.,

Urban Music: Varnell Johnson; Exec. Vice Pres., Admin.: Gary Casson; Sr. Vice Pres./Gen. Mgr. Nonesuch: Bob

Hurwitz; Sr. Dir., Business Affairs: Marcia Edelstein; Beth Schillinger Patterson; Vice Pres. Int'l: Cynthia Leu; Sr. Vice

Pres., A&R: Steve Rabiovsky, Nancy Jeffries, Howard Thompson; Vice Pres., Finance/Controller: Martin

Greenfield; Vice Pres., Artist Rel./Mktg.: Lisa Frank; Vice

Pres., Creative Servs.: Brian Cohen; Vice Pres., Promos. (Denver): Bob Garland; A&R Admin. Coord.: Jennie Silvestri;

A&R Admin.: Victor Chirel; A&R Rep.: Rap Music: Dante

Ross; A&R Rep.: Terry Tolkin; A&R Coord.: R & B: Valerie

Fleming; Sr. Dir. Crossover Promo: Leslie Doyle; Prod.

Devel.: John Berman; Sr. Vice Pres., Press/Media Rel.: Sherry Ring-Ginsberg; Dir. Publicity East: Beth Jacobson;

Dir., Alternative Promo: Jake Ottman; Coord., Press/Media

Rel.: Jodi Smith; Mgr. Press/Artist Devel.: Shelby Meade;

Vice Pres., Prodn.: Tom Finch; Vice Pres., Video Prodn.: Sonia Ives; Dir., Music Video Prodn.: Melinda Kelly.

Office(s): 345 N. Maple Dr. Ste. 123, Beverly Hills, CA, 90210, (213) 288-3800. Vice Pres. A&R: Carlos Childs, Dir., Press/

Artist Devel.: Joel Amsterdam; 83 Baker St., London, W1M 1AJ, United Kingdom, 44-71-486-1414. Fax: 44-71-486-6892.

Vice Pres. Elektra U.K.: Annie Roseberry, A&R Mgr.: Dave Field.

Label(s): (Owned) Elektra Nonesuch.

Elektra Int'l Classics, 75 Rockefeller Plz., New York, NY, 10019, (212) 399-6945. Fax: (212) 399-8830. Vice Pres./Gen.

Mgr.: Kevin Coppers; Sr. Dir. Opns.: Arthur Moorhead; Dir.,

Publicity/Promo: Ellen Schantz; Co-Dir., Sales: Wendy

Kenney; Co-Dir., Sales: David Lawrence-Keuhn.

Label(s): (Distributed) Erato, Teldec.

Elektra Nonesuch, 75 Rockefeller Plaza, New York, NY, 10019, (212) 484-7275. Fax: (212) 459-0348. Sr. Vice Pres./Gen. Mgr.: Bob Hurwitz; Vice Pres., Mktg./Creative Svcs.: Peter Clancy;

Dir. Publicity/Promos.: Carol Yarle; Prod. Mgr.: Albert Lee;

Prod. Asst.: Carla Capretto; Mktg. Asst.: Juana Simons.

Ellipsis Arts, 20 Lumber Rd., Roslyn, NY, 11576. Pres.: Jeff

Chamo; Dir., Sales: Jack O'Neil; Sales/Mktg. Admin.: Gilbert

Boncy; Mktg./Publicity Dir.: Larry Blumenfeld.

Label(s): (Owned) Africa, Global Celebration, Global

Meditation, Voices Forgotten Wor.

Leonard Ellis Productions, PO Box 66002, Los Angeles, CA, 90066, (310) 391-1664. Owner: Leonard Ellis.

Embarco Records, 1808 Eighth St. NW, Washington, DC, 20001, (202) 462-4547. Contact: Arvind Nair.

Emerald Records, 159 Village Green Dr., Nashville, TN, 37217, (615) 361-7902. Pres.: Cliff Ayers Ostermeyer; Vice Pres.,

Mktg.: Buddy Preston; Vice Pres./Sec.: Yvonne Mathews.

Label(s): (Owned) American Sound.

Emperor of Emperors, 16133 Fairview Ave., Fontana, CA, 92336, (909) 355-2372. Pres.: Stephen V. Mann; Exec. Vice

Pres.: Archon Kour; Vice Pres.: Ram S. Mann; Exec. Mktg.: Manmohan S. Mann; Exec. Producer: Enderjit S. Mann.

Label(s): (Owned) Emperor of Emperors, Emperor

Productions.

Empire Records/Big Blue Dolphin Records & Tapes, 760 W. Sample Rd., Pompano Beach, FL, 33064, Pres.: Josh

Noland; Vice Pres.: Jeff Noland.

Label(s): (Owned) Big Blue Dolphin, Empire.

Empty Sky Records/Yankee Records, 14th St., Verplanck, NY,

10596, Promo. Mgr.: Lisa Lancaster; Producer: Rick

Carbone.

Label(s): (Owned) Verplanck, Yankee, (Distributed) Pumpkin.

Endeavor Starson (c/o Daniel Hardie Music), 30064

Annapolis Cir., Inkster, MI, 48141, (313) 729-7836. Fax: (313)

561-0018. Pres.: Hardie W. Daniel; Vice Pres./A&R: Clark

Daniel; Mktg./Promo.: Michelle Daniel; Promo.: Adrienne

Scott.

Label(s): (Owned) Endeavor, Endeavor Star, Endeavor

Starson, (Distributed) Pleasant Sounds.

Energy Records, Inc., 545 Eighth Ave., 17th Floor, New York, NY, 10018, (212) 695-3000. Fax: (212) 695-5584. Dir./Mgr.: Charles Caronia; A&R: Rob Grant; Radio: Sheri Sinclair;

Retail: Pat Egan; Publicity: Scott Pastorel.

US Reps.: RED (NY).

Int'l Reps.: Roadrunner (The Netherlands); Polystar (Japan);

Attic (Canada).

Entertainment Management Records, 454 Alps Rd., Wayne, NJ, 07470, (201) 694-3333. Pres.: Richard Zielinski; Vice

Pres.: Martin Kopez; Treasurer: Sonia Mallet.

Label(s): (Owned) Unicorn.

Epic Records (Div. of Sony Music), 550 Madison Ave., 21st. & 22nd. Flrs., New York, NY, 10022, (212) 833-7442. Pres.: Richard Griffiths; Sr. Vice Pres./Gen. Mgr., Epic Assoc.: Tony

Martell; Sr. Vice Pres. Epic Records: Ged Doherty; Sr. Vice

Pres., Sales: Jim Scully; Sr. Vice Pres., Mktg.: John Mcl.

Doelp; Vice Pres., A&R: Michael Caplan, Michael

Goldstone, David Massey; Vice Pres., Press/Publicity: Melani Rogers; Vice Pres., Opns.: Tom Genetti; Vice Pres.,

Media Relations: Vivian Piazza; Sr. Vice Pres., Epic Sound-

trax (LA): Glen Brunman; Vice Pres., A&R (LA): Roger Klein;

Vice Pres., Mktg. (LA): Steve Einzigi; Sr. Dir., Media/Art. Rel.: Julie Farman; Dir., TV Media (LA): Kim Jakwerth; Vice Pres.,

Promo. (LA): Larry Douglas; Vice Pres., Singles Promo: Barbara Seltzer; Vice Pres., Album Promo: Harvey Leeds;

Vice Pres., Black Music Promo: Dwayne Cunningham; Vice

Pres., Pdct. Devel.: Dan Beck; Mgr./Promo. Opns.: Bill

Shaughnessy; Sr. Dir., Singles Promo: Dale Connore; Dir.,

Alternative Promo: Stu Bergen; Dir. Metal Mktg./Promo: Mike Schnapp; Dir., Rap/Progress. Music: Troy White; Dir.,

College Mktg.: Alyson Shaper; Dir., Dance Promo: Frank

Ceraolo; Assoc. Dir., Video Promo: Laurie Nocerito; Assoc.

Dir., AC Promo: Debbie Cerchione; Assoc. Dir., Album

Promo: Laura Curtin.

Office(s): 2100 Colorado Blvd., Santa Monica, CA, 90404, (310) 449-2100; 34 Music Sq. E., Nashville, TN, 37203, (615) 742-4321, Fax: (615) 244-2549.

Label(s): (Owned) Epic, Epic Assoc., Epic Soundtrax, (Distributed) Death Row/Solar/Epic, Flavor Unit/Epic, Full

Moon/Epic, Immortal/Epic, LV Epic, M/JJ Epic, Myrrh/Epic,

New Deal/Epic, One Little Indian/Epic, Orpheus/Epic,

Ruthless/Epic, Solar/Epic, Sony 550 Music/Epic, Sony

Wonder/Epic, Tribeca Music/Epic, Word/Epic.

Epiphany Records, 444 N. Third St., Philadelphia, PA, 19123, (215) 922-1340. Fax: (215) 574-0930. Owner: John Hodian.

Equa Records, 1800 Mowry Ave., Fremont, CA, 94538, (510) 794-6637. Fax: (510) 794-6699. Pres.: Dr. Warren M. Johnson;

Vice Pres.: Sandra Johnson; A&R: Robert Jackson.

Label(s): (Owned) Equa.

Eric Records, 1120 Crown Point Rd., Westville, NJ, 08093, (609) 848-1900. Fax: (609) 848-0808. Pres.: William R. Buster,

Jr.; Vice Pres.: Antony W. Colombet.

Estate Records, 2751 W. Market St., Louisville, KY, 40212, (502) 778-5370. Fax: (502) 584-2895. Pres.: John V. Heath, II; Vice

Pres.: John V. Heath III.

Label(s): (Owned) Hillview.

The Eternal Song Agency, 6326 E. Livingston Ave., Ste. 153, Columbus, OH, 43068, (614) 868-9162. Pres.: Leopold Xavier

Crawford; Gen. Mgr./A&R: Anastacia Crawford; Exec. Mktg.

Dir.: Michael Roebuck.

Label(s): (Owned) Ancient Of Days, Emerald, Fragrance,

Lilly, Song Of Solomon.

Etherean Music, 9200 W. Cross Dr., Ste. 510, Littleton, CO, 80123, (303) 973-8291. Fax: (303) 973-8499. Pres.: Chad

Damell; Promos. Dir.: John Guillot; Sales Mgr.: Helen Duran.

Label(s): (Owned) Elation Artists, Em Pop, Native Spirit.

Euro Tec Records, 231 Glencrest Cir., Ventura, CA, 93003, (805) 658-2488. Fax: (805) 658-8241. Pres.: Bruce Caplin.

Label(s): (Owned) ETR.

Everest Record Group, PO Box 6999, Beverly Hills, CA, 90212, (310) 557-0309. Fax: (310) 557-2662. Pres.: Bernard C. Solomon.

Label(s): (Owned) Archive of Folk & Jazz Music, Concert-

Disc, Counterpoint, Hi-Fi, Legacy Int'l, Olympic, Period,

Tradition.

Evidence Music, Inc., 1100 E. Hector St., Ste. 392, Conshohocken, PA, 19428, (610) 832-0844. Fax: (610) 832-0807. Pres.: Howard Rosen; Vice Pres.: Jerry Gordon.

Label(s): (Owned) Evidence, (Distributed) Bethlehem,

Salsoul.

Exclusive Recording Co., 146-05 130th Ave., South Ozone Park, NY, 11436, (917) 795-0314. Fax: (718) 529-8831. Pres.: Barry F. Jones.

Expanding Kingdom Records & Media Works, 8380 Miramar Way, Ste. 230, San Diego, CA, 92123, (619) 226-4152. Fax: (619) 625-2741. CEO/Pres.: Douglas Foxworthy; Sr. Vice Pres./CFO: Doug Allen; Vice Pres., A&R: Dottie Weingart.

Label(s): (Owned) Expanding Kingdom, (Distributed) Foxworthy.

Experimental Records, 594 Broadway, Ste. 1011, New York, NY, 10012, (212) 343-2660. Fax: (212) 343-2753. A&R Dir.: Moneypenny.

Label(s): (Owned) Unclassified, (Distributed) Mentality.

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Encore (CO); Great Southern (LA); Malverne (NY, MA, IL, MN, PA); Action (OH); Big State (TX); Ed Richter (WA);

- Select-O-Hits (TN); Surfside (HI); Bassin (FL).
Int'l Reps: Trend (Canada); BMG-Vogue (France, Benelux); ZYX (Germany, Austria, Switzerland); IRD (Italy); King Record Co. (Asia); Festival Records (Australia, New Zealand); Amigo (Scandinavia); Silva Screen (United Kingdom).
- GRP Records**, 555 W. 57th St., 10th Floor, New York, NY, 10019, (212) 424-1000. Fax: (212) 424-1007. Pres.: Tommy LiPuma; Sr. Vice Pres./Mktg. Promo: Mark Wexler; Sr. Vice Pres./Ops.: Brian Kelleher; Vice Pres./A&R: Carl Griffin; Sr. Dir. Int'l Ops.: Frank Hendricks; Dir., Nat'l Sales: Kent Anderson; Sr. Dir., Promo: Doug Wilkins.
Label(s): (Owned) GRP, (Distributed) Decca Records, Impulse I, MCA/GRP, Stretch Records.
US Reps.: Uni Distribution (CA).
- GSP Recordings**, 514 Bryant St., San Francisco, CA, 94107, (415) 896-1122. Fax: (415) 896-1155. Pres.: Dean Kamel; Promo/Distribution Dir.: Kalonika McQueen.
Label(s): (Owned) GSP, GSPJAZ, Kamel.
- Galaxy Mountain Music**, PO Box 1967, Studio City, CA, 91614, (818) 409-9567. Contact: Cheryl E. Roth.
Label(s): (Owned) Echo Mountain.
- Gallery II Records**, 2301 W. 59th St., Los Angeles, CA, 90043, (213) 294-7286. Fax: (213) 291-7709. Pres.: Johnno Waller; Vice Pres.: Horace Hall; Sec.: Sierra Sweet.
Label(s): (Owned) Gallery II.
- Gallery II Records, Inc.**, PO Box 630755, Miami, FL, 33163, (305) 935-4880. Fax: (305) 933-4007. Pres.: Jack Gale; Vice Pres.: Lovey Gale; Sales Mgr.: Ron Elliott.
Label(s): (Owned) Gallery II, Playback, Ridgewood.
- Garmex Records**, Rt. 2, Box 134-A, Portales, NM, 88130, (505) 356-6617. Fax: (505) 359-0155. Pres.: Heracilio Garcia; Vice Pres.: Jesus Garcia; Treasurer: Francisco Garcia.
Office(s): 1741 N. Ivar Ave., Hollywood, CA, 90028, (213) 463-7199. Fax: (213) 463-7198.
Label(s): (Owned) Garmex.
US Reps.: Disco Azteca, A & A Enterprises (CA); Southwest Wholesale (TX).
- Gasparo Records, Inc.**, 15 Fitzgerald Dr., Unit 7, Jaffrey, NH, 03452, (603) 532-8821. Fax: (603) 532-8841. Pres.: Roy Christensen; Office Mgr./Treasurer: Virginia Christensen.
Label(s): (Owned) Gasparo, Gasparo Gallante.
US Reps.: Allegro Imports (OR).
- Int'l Reps.**: Complete Record Co. (UK); Spartacus Discos (Mexico).
- Gay 90's Village, Inc.**, 2107 E. Malone (Rear), Sikeston, MO, 63801, (314) 471-1347. Pres./Treas.: Laura L. Eakins; Vice Pres.: Randy A. Eakins; Sec./A&R: Patty Newman.
Label(s): (Owned) Gold 20.
- Geffen Record Company**, 9130 Sunset Blvd., Los Angeles, CA, 90069, (310) 278-9010. Fax: (310) 271-4563. Pres.: Ed Rosenblatt; Gen. Mgr.: Bill Bennett.
Office(s): 75 Rockefeller Plaza, New York, NY, 10019, (212) 484-7170. Fax: (212) 484-8930.
- Genes Compact Disc Co.**, PO Box 7778, Silver Spring, MD, 20907, (301) 434-6958. Fax: (301) 434-3056. Pres./Gen. Mgr.: Gene Rosenthal; Vice Pres., Sales/Mktg.: Hap Passman; Gen. Mgr./Promo: Grace Rosenbloom.
- A Gentle Wind**, PO Box 3103, Albany, NY, 12203, (518) 436-0391. Pres.: Jill Person.
US Reps.: Silo, Music for Little People (VT).
- Ghost Records**, 1905 Pesos Pl., Kalamazoo, MI, 49008, (616) 735-2641. Pres.: Don Jobe; Vice Pres.: Jim Hallberg; A&R: Pete Lazaroff.
Label(s): (Owned) Ghost.
- Giant Records**, 8900 Wilshire Blvd., Beverly Hills, CA, 90211, (310) 289-5500. Chrmn.: Irving Azoff; Pres.: Charlie Minor; CFO: Larry Silver; Gen. Mgr.: Steve Backer; Pres., Black Music: Cassandra Mills; Pres., A&R: Jeff Aldrich; Head, Promo: Ray Carlton; Head, Pop Promo: Jean Johnny; Head of Int'l.: Susan Markheim; Head, Rock Promo: Barry Lyons; Publicist: Lisa Rebeck.
Office(s): 1514 South St., Nashville, TN, 37212, (615) 256-3110. Fax: (615) 259-4011. Pres.: James Stroud.
- Label(s): (Owned)** Giant Records, The Medicine Label.
- Glad Hamp Records, Inc.**, 575 Laramie Ln., Mahwah, NJ, 07430, (201) 934-5665. Fax: (201) 934-1679. Vice Pres./Gen. Mgr.: Bill Titone.
- Glad Music Co.**, Northchase Plz., 14340 Torrey Chase Blvd., Ste. 380, Houston, TX, 77014, (713) 397-7300. Fax: (713) 397-6206. Owners: H.W. "Bud" Daily, Don Daily.
Label(s): (Owned) Glad Music Co., Paid, (Distributed) Kikr.
US Reps.: Big State Dist. (TX).
- Global Pacific Records**, 270 Perkins St., Sonoma, CA, 95476, (707) 996-2748. Fax: (707) 996-2658. Pres.: Howard Sapper; Sr. Vice Pres.: Howard Morris; Vice Pres. Promo: Neal Sapper; Vice Pres. Sales: Thomas Sapper.
US Reps.: Navare; Mesa/Blumoon.
- Global Records & Tapes (c/o Carro Spanbock)**, 1120 Sixth Ave., 4th Floor, New York, NY, 10036, (212) 630-9520. Fax: (212) 586-8657. Pres.: Peter Kirsten.
Office(s): Niederlangerstrasse 21, 8 Munchen 19, West Germany, (089) 15 10 63. Pres.: Peter Kirsten; 171 Southgate Rd., London, N1 3LE, United Kingdom, (089) 15 10 63. Gen. Mgr.: Peter Knight, Jr.
- Label(s): (Owned)** Global Musiccon, Global Satellite.
- Global Theater Records**, 15456 Cabrito Rd., Van Nuys, CA, 91406, (213) 873-7370. Fax: (818) 787-3981. Pres.: Tom Skeeter; Dir.: John Campagna.
- Global Village Music**, 245 W. 29th St., New York, NY, 10001, (212) 695-6024. Fax: (212) 695-6025. Pres.: Michael Schlesinger.
Label(s): (Owned) Global Village.
- Globo Group, Inc.**, 16130 Ventura Blvd., Ste. 240, Encino, CA, 91436, (818) 981-7230. Fax: (818) 981-6804. Managing Dir.: Helio Costa Manso; Mktg./Prod. Mgr.: Samuel Lopez; Promo/Media Dir.: Lola Gandara; Lic./Int'l Affairs Coord.: Andriana Gandara; Controller: Olivia Ghazzaoui.
Office(s): 8249 NW 36th St., Ste. 200, Miami, FL, 33166, (305) 477-7773. Fax: (305) 477-6219. Contact: Lola Gandara.
Label(s): (Owned) Globo Records, Xuxa's Merchandise, Xuxa's TV Programs.
- Gold Dust Records**, Rt. 78, Exit 7, Strausstown, PA, 19559, (610) 486-1782. Pres.: Patrick Sickafus; A&R: Julie Johnson.
Gold Records, 304 N. Point Dr., Stevens Point, WI, 54481, (715) 344-8156. Pres.: Norm Dombrowski.
- Goldband Recording Corp.**, 313 Church St., Lake Charles, LA, 70601, (318) 439-4295, (318) 439-8839. Fax: (318) 491-0994. Pres.: Eddie Shuler; Vice Pres./Bookkeeper: Elsie Shuler.
Label(s): (Owned) Folk Star, Goldband, Jador, (Distributed) IMG, Kajun, Lanor, MTE.
- Int'l Reps.**: Ace Records (UK).
- Golden Boy Records**, 16311 Askin Dr., Pine Mountain Club, CA, 93222, (805) 242-0125. Fax: (805) 242-4313. Owner: Eddie Gurren.
Label(s): (Owned) Alva, Golden Boy, Golden Boy Jazz.
- Golden Bullet Record Co.**, 7114A Pippin Rd., Cincinnati, OH, 45239, (513) 931-1144. Fax: (513) 931-1600. Pres.: Gregory L. Appel, Sr.; Gen. Mgr.: Doug L. Meyers.
Label(s): (Owned) Golden Bullet.
- Golden Gate Records**, 19 Coopers Hawk Ct., Scotts Valley, CA, 95066, (408) 439-0935. Fax: (408) 438-8796. Pres.: Gary Lamb; Vice Pres./Promos/Mktg.: Adrienne Biliski; Regl. Sales Mgr.: Sue Meachen.
Label(s): (Owned) Golden Gate.
US Reps.: Cisco (CA).
- Int'l Reps.**: New Sounds (Italy); KY-Lam Int'l (Canada).
- Goldust Records Co.**, 115 E. Idaho Ave., Las Cruces, NM, 88005, (505) 524-1889. Owner/Gen. Mgr.: Emmitt H. Brooks.
Label(s): (Owned) Goldust, (Distributed) Red Barn.
- Goldwax Record Co., Inc.**, 1719 West End Ave., Ste. 709E, Nashville, TN, 37203, (615) 321-3402. Fax: (615) 321-2422. Pres.: E.W. Clark; Vice Pres.: S.D. Burks; Vice Pres.: Trina Moore.
Label(s): (Owned) Abec, Bandstand, Beale Street, Goldwax, Goldwax Country, Ran-N-Wax, (Distributed) Tradewinds.
- The Gordy Co.**, 6255 Sunset Blvd., 18th Floor, Hollywood, CA, 90028, (213) 461-9954. Fax: (213) 261-9526.
- Gospel Publishing House**, 1445 Boonville, Springfield, MO, 65802, (417) 831-8000. Fax: (417) 863-8558. Gen. Mgr.: Joe Kilpatrick; Pdct. Devel. Mgr.: David Womack; Mgr. Adv.: Carol Ball; Promo. Coord.: Randall Howard.
Label(s): (Owned) GPH Music, Radiant Music.
- Gothic Records, Inc.**, 2201 E. Winston Rd., Ste. R, Anaheim, CA, 92806, (714) 999-1061. Fax: (714) 999-0572. Pres.: George Dickey.
Label(s): (Owned) Gothic.
US Reps.: Koch Int'l (NY).
- Gotown Records, Inc.**, 706 W. Mechanic St., Leesville, LA, 71446, (318) 239-2850. Pres./Gen. Mgr./Promos: John E. Kilgore; Vice Pres.: Jimmy Puckett; A&R: Henry Reggans.
Label(s): (Owned) Gotown/Gowest, Kilgore.
- Graduation Records, Inc.**, PO Box 31519, Saint Louis, MO, 63131, (314) 432-7600. Pres.: Julian H. Miller II; Gen. Mgr.: Karen Willenberg.
Label(s): (Owned) Graduation.
- Gramvision Records, Inc.**, 33 Katonah Ave., Katonah, NY, 10536, (914) 232-1399. Fax: (914) 232-8550. Pres.: Jonathan F.P. Rose; Gen. Mgr.: Joanna Fitzpatrick; Prodn. Mgr.: Andrea Pirotti.
Label(s): (Owned) Gramvision.
US Reps.: Rhino.
- Int'l Reps.**: TDK (Japan); Harmonia Mundi (France); In-Akustik (Germany); Dureco (Holland); High Tide (Italy); New Note (U.K.); Bebob (Switzerland); Lyra (Greece); Amigo (Sweden).
- Gramophone Records**, PO Box 910, Beverly Hills, CA, 90213, (213) 276-2726. Gen. Mgr.: Oliver Berliner.
Label(s): (Owned) Gramophone, Tot.
- Grand Strand Records**, 9391 Beards Hill Rd., Ste. 102, Aberdeen, MD, 21001, (410) 686-5816. Pres.: Richard D. Tracy.
- Granite Records & Tapes**, 108 Joyce Ln., Ashland City, TN, 37015, (615) 792-4468. Owner/Gen. Mgr.: Thomas A. Boyles, Sr.; Promo/A&R: Amber Boyles; Project/Talent Devel.: Jeff Boyles.
Label(s): (Owned) Granite, Surf.
US Reps.: Surf (TN).
- Grateful Dead Records**, PO Box X, Novato, CA, 94948, (415) 898-4999. Fax: (415) 898-9592. Mgr., Record Div.: Patricia Harris; Gen. Mgr., Merch.: Peter McQuaid; Publicity: Gary Lambert.
- Great Southern Record Co., Inc.**, PO Box 13977, New Orleans, LA, 70185, (504) 482-4211. Pres.: John Berthelot.
Label(s): (Owned) Great Southern, New Orleans Sound.
US Reps.: Bayside Dist. (CA); M.S. Dist. (IL); Floyd's Wholesale (LA); St. Expedite (LA); Action Music (OH); Rock Bottom (GA); Rounder Dist. (MA); Old Fogey (MI); Select-O-Hits (TN); Silo Record Dist (VT).
- Int'l Reps.**: Avan-Guard (Australia); Trend (Canada); Aris/IMG (Germany); I.R.D. (Italy); Vivid Sound (Japan).
- Greathall Productions**, PO Box 813, Benicia, CA, 94510, (707) 745-6234. Fax: (707) 745-5820. Contacts: Jim Weiss, Randy Weiss.
- Label(s): (Owned) Greathall Prod.
- Green Dog Productions**, 1311 Candlelight Ave., Dallas, TX, 75116, (214) 298-9576. Pres.: Paul S. Ketter; Vice Pres. A&R: Joe Johnson.
Label(s): (Owned) Sagittar.
- Green Linnet Records, Inc.**, 43 Beaver Brook Rd., Danbury, CT, 06810, (203) 730-0333. Fax: (203) 730-0345. Pres./CEO: Wendy Newton; Gen. Mgr.: Chris Tesky.
US Reps.: CD One Stop (CT); City Hall (CA); East Side Digital (MN); Encore (CO); Michael Ginsburg (TN); Lady-slipper (NC); Old Fogey (MI); Precision Sound (WA); Record Depot (VA); Rego, Release, Rounder (NY); Richman Brothers, Shanachie (NJ); Richman Brothers (MD); Rounder (MA); Silo (VT).
- Int'l Reps.**: Arpa Folk (Spain); Celtic, Tropic (United Kingdom); Claddagh (Ireland); Comus, Elite (New Zealand); Fenn, Wunderlute (Germany); Festival (Canada); Keltia Musique (France); Megamusica (Portugal); Music Scene (Japan); Music & Words (Holland); GLD (Australia).
- David Gresham Records, Inc.**, 30423 Canwood St., Ste. 135, Agoura Hills, CA, 91301, (818) 879-9070. Fax: (818) 879-0354. Pres.: David Gresham; Business Affairs Mgr.: Rick Nelson.
- Griffin Music**, 520 Windy Point Dr., Glendale Heights, IL, 60139, (708) 858-7801. Fax: (708) 858-7806. Pres.: Neale Parker; Sales/Adv.: Nike Kirk; Promos/Publicity: Gina Warren.
Label(s): (Owned) Griffin Music, (Distributed) Cyclops, Lake Shore Jazz.
US Reps.: Alliance (CT); Action (OH); MDI (TX); MS (IL); Select O Hits (TN).
- Phillip E. Grove Enterprises**, PO Box 988, Fresno, CA, 93714, (209) 441-7445, (209) 787-2033. Owner: Phillip Grove.
Label(s): (Owned) Mr. Dragon.
- Grrr Records**, 939 W. Wilson, Chicago, IL, 60640, (312) 989-6331. Fax: (312) 989-2076.
- Guajiro Records, Inc.**, 10441 NW 28th St., Ste. 106, Miami, FL, 33172, (305) 592-1931. Fax: (305) 592-1932. Pres.: Roberto Torres; Vice Pres.: Marlen Torres.
Label(s): (Owned) Caney, Guajiro, Neon, SAR, SAR, Toboga.
- Int'l Reps.**: Multimusic (Mexico); Manzausa (Spain).
- Gueststar Records, Inc.**, 17321 Ritchie Ave. NE, Sand Lake, MI, 49343, (616) 636-5068. Label(s): (Owned) Gueststar.
- Gunsmoke Entertainment, Inc.**, 2523 Roosevelt Hwy., Ste. D-3, College Park, GA, 30337, (404) 768-0488. Pres.: Barbara A. Thomas; Vice Pres./A&R Rep.: James McClelland; Prodn. Admin.: Stan McClelland; Sec.: Jeannifer McClelland-James.
Office(s): PO Box 812, El Cerrito, CA, 94530, (510) 234-4243. Fax: (510) 234-4243. Pres.: Barbara A. Thomas.
Label(s): (Owned) Gunsmoke.

H

- Hacienda Records**, 1236 S. Staples Dr., Corpus Christi, TX, 78413, (210) 851-1414. Fax: (512) 882-3943. Pres.: Roland Garcia.
- Hallways To Fame Productions, Inc.**, 8010 Int'l Village Dr., Jacksonville, FL, 32277, (904) 765-8276, (213) 298-7098. Gen. Mgr.: Al Hall, Jr.; Dir., East Coast: Ron "Cos" Hall; Dir., West Coast: Al Money; Dir., Int'l: Jerry Hall.
Label(s): (Owned) CTR, First Coast Posse, Hallway Int'l, (Distributed) Brownstone West, Cosmik Eye.
US Reps.: M.C.M. (CA).
- Happy Hour Music**, 1500 Del Mar Ave., Rosemead, CA, 91770, (818) 571-1214. Fax: (818) 288-7461. Managing Dir.: Wan Seegmiller.
Label(s): (Owned) Happy Hour Music, (Distributed) En Pointe, Som Da Gente.
- Happy Kids Productions**, 184 Katonah Ave., Katonah, NY, 10536, (914) 232-6433. Fax: (914) 232-6436. Pres.: Michael Rosenbaum; Dir. Retail Ops.: Cindy Rosenbaum.
Label(s): (Owned) All You Need Is Kids, For the Love of Animals, Magical Journeys.
US Reps.: Steve Marks Sales (OH).
- Int'l Reps.**: Natures Way Development (Canada).
- Hard Hat Records**, 519 N. Halifax Ave., Daytona Beach, FL, 32118, (904) 252-0381. CEO: Bobby Lee Cude.
Label(s): (Owned) Blaster-Boxx Hits, Broadway, USA, Hard Hat, Times-Square Fantasy Theatre.
- Harvest Time Music**, 1517 Laurelwood, Denton, TX, 76201, (817) 387-4001. Owner: Linda Lowe Thompson.
Label(s): (Owned) Harvest Time.
- Have Mercy Records**, PO Box 660245, Sacramento, CA, 95866, (916) 486-3729. Pres.: Mike Balma.
Label(s): (Owned) Have Mercy.
US Reps.: Bayside (CA).
- Int'l Reps.**: Red Lick (UK); Crosscut (Germany); Sidetrack (Australia).
- He Rose Records**, 1098 Rose Ave., El Centro, CA, 92243, (619) 352-5774. Pres.: Danny Berg.

Heads Up Int'l Ltd.,

- 4208 Russell Rd., Ste. 1&J, Mukilteo, WA, 98275, (206) 349-1200. Fax: (206) 349-1166. Pres.: Dave Love; Vice Pres., Int'l Aff.: Doug Lexa; Nat'l Dir., Sales/Mktg.: Michele Harmon; Dir., South American Aff.: Ruth V. Montoya; Dir., Pub. Rel.: Lori Hehr; Dir., Radio Promo: Mike Hurzon; Nat'l Urban Radio Promo: Vic Givens, Joe Grant.
Office(s): 18107 Chardon Cir., Encino, CA, 91316, (818) 609-0002. Fax: (818) 609-0505.
Label(s): (Owned) Heads Up Int'l, Ltd., (Distributed) Intermix.

- US Reps.: Discompacto (FL)—South America.
Int'l Reps.: 101 South (Germany); Megamix (Turkey); Zwennes Dist. (West Africa); Palacio De La Musica (Uruguay); Musart (Mexico); Top Music (S.E. Asia); Polystar (Japan); Fat Lady (Philippines); POB (South Africa); Indie-Go Music (Australia); Memphis Enterprises (Dominican Rep.); Disco Hit Prods. (PR).
- Heart Music, Inc.**, PO Box 160326, Austin, TX, 78716, (512) 327-4649, (512) 795-9593. Fax: (512) 795-9573. Pres.: Tab Bartling; Promos. Dir.: Jeanna Inks; Promo. Asst.: Karen Biller.
Label(s): (Owned) Heart Music, Inc.
US Reps.: Landmark, Valley Record Dist. (CA); Landmark, Harbor Record Export, Twinbrook Music (NY); Landmark (GA); Action Music Sales (OH); Universal Record Dist. (PA).
Int'l Reps.: Import Music Service (Japan).
- Heartake Songs**, PO Box 993, Goodlettsville, TN, 37070, (615) 859-3682. Owner: Bob Stamper.
Label(s): (Owned) Heartake Songs.
- Heartbeat Records**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Duncan Browne; Vice Pres.: Ken Irwin; Vice Pres.: Marian Levy.
Int'l Reps.: MNW (Denmark); Messidor (Germany).
- Hearts of Space, Inc.**, 1324 Noriega St., San Francisco, CA, 94122, (415) 759-1130. Fax: (415) 759-1166. Pres./Producer: Stephen Hill; Vice Pres./Gen. Mgr.: Leyla Rael Hill; Dir., Sales/Mktg./Promos.: G. Scott "Casey" Conroy.
Label(s): (Owned) Fathom, Hearts of Space, RGB, World Class.
- Heath & Associates**, 2751 W. Market St., Louisville, KY, 40212, (502) 778-5370. Fax: (502) 554-2895. Gen. Partner: John V. Heath; Partner: Beulah Mae Heath.
Label(s): (Owned) Estate, Hillview.
- Jim Henson Records**, West Office Bldg., Raleigh Studios, Hollywood, CA, 90038, (213) 960-4096. Fax: (213) 960-4090. Vice Pres.: Robert Kraft; Prodn.: Lisa Bauman; Dir. of Mktg.: Christine Roberts.
US Reps.: BMG Kidz Dist. (NY).
- Heritage Records**, Rt. 3, PO Box 290, Galax, VA, 24333. Owner: Bobby F. Patterson.
Label(s): (Owned) Frontier Prods., Heritage, Mountain.
- High Water Recording Co.**, 3750 Norriswood, Memphis, TN, 38152, (901) 678-2350. Fax: (901) 678-5118. Gen. Mgr./Exec. Producer: Richard R. Ranta; Producer: David Evans; Studio Mgr.: Larry Lipman.
Label(s): (Owned) High Water Audio.
- US Reps.: Silo (VT); Ingram (TN); Bayside (CA).**
- Higher Octave Music, Inc.**, 23715 W. Malibu Rd. #358, Malibu, CA, 90265, (310) 569-1515. Fax: (310) 569-1525. Opns. Mgr.: Maria Ehrenreich; Chrmn.: Dan Selene; Pres.: Matt Marshall; Sr. Vice Pres.: Scott Bergstein; Vice Pres., Creative Serv.: Dee Westlund.
Label(s): (Owned) Higher Octave, (Distributed) Nightingale.
- US Reps.: Real to Reel (CA); Encore, White Swan (CO); Reyes (FL); New Leaf (GA); Naverre, REP (MN); Boston Baked Beads (ME); Twimbrook (NY); Sunstar (HI); Zango (OR); Silo (VT); Music Design (WI); Nove (PR); Soarin (AZ); Michael Ginsburg (TN).**
- Int'l Reps.: Arpa Folk Dist., (Spain); Discos Musart (Mexico); Discos Top Hits (Venezuela); D.B.N. (Argentina); Distribudora Urbana (Costa Rica); Discos Victoria (Colombia); Discocompacto (Peru); Tren Music (Canada); I.M.S. (Germany); Diverse System (Australia); Stern's (UK); Eleusis (France).**
- Highland Music, Inc.**, 3 Parklane Blvd., Ste. 1020, Dearborn, MI, 48126, (313) 271-9795. Fax: (313) 271-3144. Pres.: Stephen A. Hawkins.
Label(s): (Distributed) Deluxe, Gusto, Hollywood, King, Richmond, Starday.
- Hightone Records**, 220 Fourth St., Ste. 101, Oakland, CA, 94607, (510) 763-8500. Fax: (510) 763-8558. Managing Partner: Larry Sloven; Nat'l Dir., Mktg.: Darrell Anderson; Nat'l Dir. Promo.: Chris Roldan; Nat'l Dir. Publicity: Sally King.
Label(s): (Owned) Hightone, (Distributed) Outal, International.
- US Reps.: Koch Int'l (NY).**
- Hit City Records**, 4708 Bawell St., Baton Rouge, LA, 70808, (504) 925-0288. Owner: Henry Turner, Jr.; A&R Dir.: Rhadd Hunt; Mktg. Sales/Promo. Dir.: Sonny Dee.
Label(s): (Owned) Genesis Gospel, Hit City.
- US Reps.: Gonzales Music (LA); Carolina Record (SC).**
- Hit Records/USA Entertainment**, Ste. 208, PO Box 356, Maui, HI, 96779, (808) 573-3100. Pres.: Jason Schwartz; Vice Pres. A&R: Sandra Kay; Agent: Jack Carrington.
Label(s): (Owned) Maui Country.
- Holiday Group, Inc.**, 6540 SW 144th St., Miami, FL, 33158, (305) 235-1728. Fax: (305) 238-5710. Pres.: Sharon Conway; Vice Pres.: Penny Roberts.
- Hollywood Records**, 500 S. Buena Vista St., Burbank, CA, 91521, (818) 560-5670. Fax: (818) 841-5140. Exec. Vice Pres.: Bob Pfeiffer; Sr. Vice Pres.: Richard Isler; Vice Pres./CFO: Paul Hutchinson; Dir., A&R: Bill Deutsch.
- Hollywood Records of California**, 603 First St., Ste. 138, Oceanside, CA, 92054, (619) 757-4466. Pres.: William Bellman; Vice Pres./Promo.: Myral Bellman; Special Pdcfs. Mgr.: Lee Forman; A&R Mgr.: Bill Bellman.
- Label(s): (Owned) Country Originals, Hollywood, Hollywood Recorders, Melody House Music, Mirror Ball.**
- Home Cooking Records**, PO Box 980454, Houston, TX, 77098, (713) 666-0255. Pres./Gen. Mgr.: Roy C. Ames; Office Mgr.: Evelyn Biscamp; Sales: David Eidler; A&R: William D. Holford.
Label(s): (Owned) Home Cooking.
- US Reps.: Collectibles (PA).**
- Int'l Reps.: Magnum Music (U.K.); Blues Interactions (Japan).**
- Homeland Recording (Canaan Records)**, 1011 16th Ave. S., Nashville, TN, 37212, (615) 327-1240. Fax: (615) 327-1346. Pres.: Bill Traylor; Vice Pres., Publishing: Terry Exley; Dir., Publicity: Bethni Memphis; Dir. Radio Promo.: Kathy Fleming; Sales Mgr.: Diane Bell.
Label(s): (Owned) Homeland, Hometown, Welcome Home, (Distributed) Jim, Shiloh.
- Hometown Music Co.**, 80-08 35th Ave., Jackson Heights, NY, 11372, (718) 651-8213. Pres.: Sidney Prosen; Vice Pres.: Philip Prosen; Coordinator: Wanda Helm.
Office(s): PO Box 90575, Nashville, TN, 37209, (615) 383-2450. Country Rep.: Wanda Helm.
Label(s): (Owned) Big, Sleeping Giant.
- Hortor Universal Music Co.**, 313 El Tejon Ave., Oildale, CA, 91308, (805) 399-9028. Owner: Robert L. Hortor.
Label(s): (Owned) Humco.
- Hottrax Records**, 1957 Kilburn Dr., Atlanta, GA, 30324, (404) 662-6661. Vice Pres./Artist Rel.: Teri Blackman; CFO: George Burdell.
Label(s): (Owned) Bluestrax, Dance-A-Thon, Digitrax, Hottrax, Lasertrax.
- House of Knox Music**, 4844 Seda Dr., San Diego, CA, 92124, (619) 569-4563. Owner/Gen. Mgr.: Robert B. Knox.
Label(s): (Owned) Desert Morning.
- Houston Records, Inc.**, 17710 Red Oak, Ste. 203, Houston, TX, 77090, (713) 893-2400, (713) 537-5046. Fax: (713) 537-2619. Pres.: Sirron Kyles; Vice Pres./A&R: Samuel Rogers; Mgr. A&R: Brett Foley; Asst. A&R Mgr.: Victoria Gardner.
Label(s): (Distributed) A.D., Heroic, Hill & Hill, Pyramid.
- Howards Int'l.**, 43-57 Union St., Flushing, NY, 11355, (718) 353-5008, (718) 894-8076. Pres.: Howard Goldberg; Mgr.: Ernest Rennhack; Sec./Treas.: Margarete Goldberg.
Label(s): (Owned) Classic Int'l Filmmusicals, Curtain Calls, Hollywood Soundstage.
- Howling at the Moon Records**, 11 W. Victoria St., Ste. 206, Santa Barbara, CA, 93101, (805) 963-6290. Fax: (805) 966-0055. Pres.: Adrian L. Tarter; Bus./Legal Aff.: Chuck Ostin; Mktg./Dist.: Dan Chrynk; A&R: Syndee Brooks.
- Hudson Canyon Records**, 180 Varsity Dr., Ste. 1400, New York, NY, 10014, (212) 606-3748. Fax: (212) 675-6847. Pres.: John Matarazzo; Label Mgr./Promos.: Betsy Kelly.
- Hybrid Records/Sound Development Releasing Group Ltd.**, 830 W. Main St., Ste. 144, Lake Zurich, IL, 60047, (708) 786-3905. CEO: Graham Carlsen.
Label(s): (Owned) Hybrid.
- Hypernormal Records**, PO Box 2384, Norton Heights Sta., Darien, CT, 06820, (203) 327-1958. Pres.: John Swetye.
US Reps.: M.S. Dist. (IL).
- I**
- IQ Records, Inc.**, PO Box 8161, New York, NY, 10116, (212) 439-8086. Pres.: Branson Belchie; Vice Pres.: Jacques Battel.
- I.R.S. Records**, 3520 Hayden Ave., Culver City, CA, 90232, (310) 841-4100. Fax: (310) 838-4070. CEO: Miles Copeland; Pres.: Jay Boberg; Sr. Vice Pres./Gen. Mgr.: Barbara Bolan.
Label(s): (Owned) No Speak, (Distributed) Network, Pangaea, Shock Therapy.
- Ichiban Records, Inc.**, PO Box 724677, Atlanta, GA, 31139, (404) 419-1414. Fax: (404) 419-1230. Pres.: John E. Abbey; Exec. Vice Pres.: Nina K. Easton.
Label(s): (Owned) Ichiban, Naked Language, Sky, Techno 404, WRAP, Wild Dog, (Distributed) Aviday Entertainment, Black Eye, 4 Tre Productions, 3G.
- Int'l Reps.: Amigo Music (Sweden); Bertus (The Netherlands); Edison (Portugal); Parsifal Bvba (Belgium); Sound Service (Switzerland); Top Tape (Brazil); Valentine Music (Singapore); Ballaphon, Intercord (Germany); Int'l Record (Italy); A-CD Distr. (UK); Black Market (Australia); Night & Day (France); Teichiku.**
- Icon Records**, 57 Greene St., New York, NY, 10012, (212) 925-2121. Pres.: Yale Evelev.
US Reps.: None Such, Luaha Bop (NY).
Int'l Reps.: Avant (Japan).
- Iconoclastman Productions**, 846 58th St., Oakland, CA, 94608, (510) 428-0157. Fax: (510) 428-0157. Pres./Producer/Artist: Grant Watson, Jr.; Co-Producer/Engineer: Jesse Osborne.
Label(s): (Owned) G7, Miob, Saxe.
- US Reps.: Caprice Int'l (PA); IMA (NJ).**
- Idaho Records**, PO Box 474, Clayton, ID, 83227, (208) 879-4677. Pres.: Muzzie Braun.
Label(s): (Owned) Idaho.
- Imaginary Entertainment Corp.**, 332 N. Dean Rd., Auburn, AL, 36830, (205) 821-7156. Proprietor: Lloyd E. Townsend, Jr.
Label(s): (Owned) Imaginary.
- The Imago Recording Co.**, 152 W. 57th St., New York, NY, 10019, (212) 246-6644. Fax: (212) 246-0404.
- Immigrant City Records**, 231 Sutton St., Ste. 2C, North Andover, MA, 01845, (508) 686-9811. Pres.: Ralph A. Barbaggio, Jr.; Gen. Mgr.: Sandra L. M. Scala.
- In-A-Minute Records**, 1025 W. MacArthur Blvd., Oakland, CA, 94608, (510) 653-5811. Fax: (510) 652-5058. Pres.: Jason Blaine; Mktg./Promo.: Frederick Johns.
US Reps.: Big State (TX); City Hall (CA); Indy (OH); Select O Hits (TN).
- Incentive Productions (Div. of Jeverit Music)**, 639 Bulew Ave., Columbus, OH, 43205, (614) 481-7635. Pres.: Jeffrey V. Smith.
Label(s): (Owned) Incentive.
- India Archive Music Ltd.**, 2124 Broadway, Ste. 343, New York, NY, 10023, (212) 740-1508. Pres.: Lyle Wachovsky.
Label(s): (Owned) India Archive Music.
US Reps.: Stern's Music (NY).
Int'l Reps.: Stern's (UK).
- Instinct Records**, 26 W. 17th, Room 502, New York, NY, 10011, (212) 727-1360. Fax: (212) 366-5979. Pres.: Jared Hoffman; Gen. Mgr.: Gerald Helm; Bus. Aff.: Antoinette Trotman; Promos.: Dietrich Schueneman.
Label(s): (Owned) Acid Jazz, Instinct, Liquid Music, Sonic, (Distributed) Kickin' USA.
- Integrity Music, Inc.**, PO Box 851622, Mobile, AL, 36685, (205) 633-9000. Fax: (205) 633-5202. Pres.: Michael Coleman; Exec. Vice Pres.: Ed Lindquist; Creative Dir.: Don Moen; Int'l Coord.: Joyce Smith.
Label(s): (Owned) Alleluia Music, Hosanna! Music, Interludes, Renewal! Music.
Int'l Reps.: Integrity, Christian Mktg. (Australia, Canada, New Zealand), Jenesco (Hong Kong); Salvation Book Center (Malaysia); Praise (Philippines); Christian Growth (Singapore); New Covenant Ministries (South Africa); Integrity, Word (United Kingdom).
- Int'l Council For Music, Inc.**, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280. Fax: (718) 761-6411. Dir., A&R: Robert Marino.
Label(s): (Owned) Pro Music.
US Reps.: East Coast (NY).
- Int'l Record Corp.**, PO Box 920658, Houston, TX, 77292, (713) 957-8398. Exec. Officer Corp. Aff.: Raul Rodriguez; Finance Mgr.: Blanca Lozano; Int'l Mgr.: D. Esquivel.
Label(s): (Owned) Alavox, Gravex, Intre, Obsolete, Rapido, (Distributed) Artesia.
- Interplay Records, Inc.**, 2094 W. Redlands Blvd., Ste. K-311, Redlands, CA, 92373, (909) 796-6110. Fax: (909) 796-6110. Pres.: Toshiya Taenaka; Sales Mgr.: John Brechler.
Label(s): (Owned) Interplay
US Reps.: Int'l Records Dist. (CA).
- Interscope Records**, 10900 Wilshire Blvd., Ste. 1230, Los Angeles, CA, 90024, (310) 280-6547. Fax: (310) 208-7343.
- Intersound, Inc.**, 11810 Willis Rd., Roswell, GA, 30077, (404) 664-9262. Fax: (404) 664-7316. Pres.: Don Johnson; Vice Pres.: Bryan Hadley; Gen. Mgr. Country Div.: Ed Keeley; A&R Dir.: George Collier.
Label(s): (Owned) Branson Entertainment, Maxplay, Pro Jazz, Proarte, Quintessence, (Distributed) Bellamy Brothers, DPL.
- Interworld Music**, RR 3, PO Box 395A, Brattleboro, VT, 05301, (802) 257-5519. Fax: (802) 257-9211. Pres.: Gerry James; Exec. Dir.: Ben James; Promo. Mgr.: John Levin.
Label(s): (Owned) Interworld Music.
US Reps.: Rounder/DNA/Valley (MA).
- Interworld Music**, 139 Noriega St., San Francisco, CA, 94122, (415) 242-9788. Fax: (415) 242-9789.
- Inverted Records**, 575 Madison Ave., Ste. 1006, New York, NY, 10022, (212) 605-0470. Fax: (212) 308-9834. Pres./CEO: John Kenneth; Vice Pres.: Dr. Frank Calderone; A&R Dir.: Tom Chianti; Promo. Dir.: Debra Spagna.
- Island Independent Labels**, 400 Lafayette St., 5th Floor, New York, NY, 10003, (212) 995-7800. Fax: (212) 995-7857. Sr. Vice Pres.: Hooman Majd; Sr. Vice Pres., Promo.: Sky Daniels; Sr. Vice Pres., Sales/Mktg.: Gerry Kopecky; Sr. Vice Pres., Mktg.: Matt Stringer; Vice Pres., Mktg.: Peggy Dold; Mgr., Cross Radio Promo.: Marthe Reynolds; Mktg. Mgr.: Alex Aubrey; Mgr., Sales: Pat Monaco.
Office(s): 8920 Sunset Blvd., 2nd Floor, Los Angeles, CA, 90069, (310) 276-4500. Fax: (310) 278-5867.
Label(s): (Owned) 4th & Broadway, Great Jones, Island Red, Mango.
- Ivy Jazz**, 4655 Locust Ln., Ste. 6, Salt Lake City, UT, 84117, (801) 575-6227.
- J**
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- JC SINBAN RECORDS, INC.**,
2322 Oakwood Ave., Saginaw, MI, 48601-3550, (517) 754-5178.
Owner: James A. Carpenter, Gen. Mgr.: Kentella L. Harres, Professional/Creative Mgr.: Rafael B. Carpenter, Contact: William Orr, Jr.
Label(s): (Owned) JC Sinban Records, Inc.
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- JDC Records, Inc.**, 507 Pier Ave., Hermosa Beach, CA, 90254, (310) 937-4455. Fax: (310) 937-4456. Pres.: Jim Callon; Vice Pres., Sales: Ed Fonseca; Vice Pres., Sales: John Ness; Export Mgr.: Mark Donnelly.
Label(s): (Owned) DYF, JDC, (Distributed) Def Jam, Egyptian Empire, Electrobeat, Freak Beat, Kru Cut, Sugarhill, TSR, Techno Hop.
- J.L.I. Records**, PO Box 74-R, Romeoville, IL, 60441, (815) 886-1160. Pres.: Julian Leal; Vice Pres. A&R: Sharon Matyus.
Label(s): (Owned) J.L.I., (Distributed) Target.
- J&L Records**, 2830 Hwy. 31 W, White House, TN, 37188, (615) 672-5771. Pres.: L.J. Grady.

J&N Records, 130 W. 42nd St., Ste. 514, New York, NY, 10036, (212) 869-6901. Fax: (212) 869-6896. CEO's: Nelson Estevez, Juan Hidalgo; Promos: Gloria Figueroa, Julio Aguilar; Legal/Pub: Marti Cuevas.
Label(s): (Owned) HMS.
US Reps.: EMI/Capitol (CA).

JVC Musical Industries, Inc., 3800 Barham Blvd., Ste. 305, Los Angeles, CA, 90068, (213) 878-0101. Fax: (213) 878-0202. Pres.: Kaname Tajima; Vice Pres.: Makoto Onii; Vice Pres./A&R: Akira Taguchi.
Label(s): (Owned) JVC Jazz.

Jack of All Trades Records-JOAT, 108 Elm St., Staten Island, NY, 10310, (212) 714-8266. Fax: (212) 714-8295. CEO/Managing Dir.: Dexter A. Hazelton; Vice Pres.: Opns.: Lance Malamud; Vice Pres. Mktg/Promos: Dexter S. Hazelton, Jr.; Dir., Publicity: Claudette Charles.
Label(s): (Distributed) Bee Cat, Bravel, Check Mate, Jah Life, Steely & Cleve, TCA.

US Reps.: Malverne (NJ); California Record Dist. (CA); Big State Dist. (TX); Schwartz Bros. (MD).

Jade Panther Corp. of America, 241 W. 18th St., New York, NY, 10011, (212) 896-7200. Fax: (212) 633-8022. Contacts: Ervin Litkel, Ethel Gabriel, Don Tannen.
Label(s): (Owned) Carib, JazzMania, Kelli-Aurora.

Jamie Record Co., 2055 Richmond St., Philadelphia, PA, 19125, (215) 426-4384. Fax: (215) 426-2667. Pres.: Harold B. Lipsius; Gen. Mgr.: Paul Fien.
Label(s): (Owned) Arctic, Dionn, First Amendment, Guyden, House of Orange, Jamie, Landa, Top and Bottom, (Distributed) Montel.

Jay Jay Record, Tape & Video Co., 35 NE 62nd St., Miami, FL, 33138, (305) 758-0000. Fax: (305) 758-0000. Label(s): (Owned) Bonfire, Drum-Boy, A Great Variety, Jay Jay, Polka-Tone.

Jazz Alliance, 2888 Willow Pass Rd., Concord, CA, 94519, (510) 662-6770. Fax: (510) 682-3508. Pres.: Carl E. Jefferson; Gen. Mgr.: Charles Emory.
Label(s): (Owned) All Art Jazz, Jazz Alliance.

Jazz Lions, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280. Fax: (718) 761-6411. A&R Dir.: Robert Marino.
Label(s): (Owned) Jazz Lions, Young Lions.

Jazzand Records, 12 Micieli Pl., Brooklyn, NY, 11218, (718) 972-1220. Pres.: Rick Stone; Pub. Rel.: Idelle Nissila.
Label(s): (Owned) Jazzand.

US Reps.: North Country (NY).

Jerden Records (The Great Northwest Music Co.), PO Box 4608, Rolling Bay, WA, 98061, (206) 780-0857, (800) 422-HITS. Fax: (206) 780-0859. Pres.: Jerry Dennon; Gen. Mgr.: Bob Wikstrom.
Label(s): (Owned) Dolton, Jerden, Music is Medicine.

Jeree Records, 1469 Third Ave., New Brighton, PA, 15066, (412) 847-0111. Mgr./Engineer: Jerry Reed; Chief Engineer: Don Garvin; Staff Engineer: Mike Anderson.
Label(s): (Owned) Buckshot, Candy, Green Dolphin, Jeree.

Jerma Records Co., 1410 E. 72nd St., Chicago, IL, 60619, (312) 752-2755. Pres./Producer: Ulysses Warren.
Label(s): (Owned) Chytowns, Jerma.

Henry Jerome Music, Inc., 5 Van Etten Blvd., New Rochelle, NY, 10804, (914) 632-1270. Fax: (914) 235-5790. Pres./CEO/A&R: Henry Jerome; Dir., Mktg/Promo: Don Castaldi.
Label(s): (Owned) Green Menu, (Distributed) Love.

Jet-Eye Record Production, Inc., 7405 Crissman St., Utica, MI, 48317, (313) 731-8277. Fax: (810) 772-4320. Pres./CEO: Johnny Powers; Vice Pres./Bus. Aff.: Rick Claff; Vice Pres./Acct. Mgr.: Mrs. Del Pavlik; Vice Pres. Sales/Promo: Diane Kutchner.
Label(s): (Owned) Jet Eye.

US Reps.: Schookids Rec. (MI); Norton Rec. (NY).
Int'l Reps.: Sequel, Rollercoaster, Charly (UK); Sunjay (Sweden).

Jewel-Paula-Ronn Records, 1700 Centenary Blvd., Shreveport, LA, 71101, (318) 227-2228, (800) 446-2865. Fax: (318) 227-0304. Pres.: Stan Lewis; Vice Pres.: Susan Lewis; Sales/Promo: Lenny Lewis; Publishing: Dianne Patrick; Publicity: Keith Abel.
Label(s): (Owned) Cobra, Job.

Jewel Records, 1594 Kinney Ave., Cincinnati, OH, 45231, (513) 522-9336. Fax: (513) 522-9915. Pres.: Rusty York; Sales Mgr.: Linda York; Mktg. Dir.: Sharon Woods; Studio Mgr.: Rick Hopkins.
Label(s): (Owned) The Creative Mobile, Jewish Family Prodn.

Jewish Family Productions, PO Box 19968, San Diego, CA, 92159, (619) 582-5696. Pres.: George Fogelman; A&R: Gail Fogelman.
Label(s): (Owned) The Creative Mobile, Jewish Family Prodn.

Jimmy Jangle Records, 4200 Utah Ave., Nashville, TN, 37209, (615) 383-3282. Fax: (615) 383-2589. Pres.: Jim Kimball; Vice Pres. Mktg.: Gael Van Sant.
Label(s): (Owned) Jimmy Jangle.

US Reps.: Jimmy Jangle (TN); Educational Record Cntr. (NC); Silo Systems, Inc. (VT); Music For Little People (CA); Baker & Taylor (IL).

Jive Records, 137-39 W. 25th St., New York, NY, 10001, (212) 727-0016. Sr. Vice Pres./Gen. Mgr.: Barry Weiss; Vice Pres., Sales/Mktg.: Tom Carrabba; Sr. Vice Pres., A&R: Jeff Fenster; Sr. Vice Pres., Pop Promo: Jack Satter; Vice Pres., R&B Promo: Larry Khan.

Joey Boy Records, Inc., 3081 NW 24th St., Miami, FL, 33142, (305) 635-5588. Fax: (305) 633-7127. Pres.: Jose Armada, Jr.

Pres.: Allen L. Johnston; Vice Pres. Promos/A&R: Rod Kenney, Sr.; Gen. Mgr.: Luz Marina Fernandez; Nat'l Promos. Mgr.: Karin F. Everitt; Nat'l A&R Mgr.: Ray Arias.
Label(s): (Owned) AF-American Faith, JB-Joey Boy, JR-Joey Boy Junior.

Joey Records Int'l, 6703 W. Commerce St., San Antonio, TX, 78227, (210) 432-7593. Fax: (210) 436-1511. Pres.: Joe S. Lopez; Corp. Exec.: Joey M. Lopez, Jr.; Corp. Exec./Publicity: Dinah Perez; Sales: Fernando Mayen; Promos: David Silva; A&R Supvr.: Irma Tovar.

Label(s): (Owned) Dina, Joey, Joey Universal, Moni, Omega, SAS.

US Reps.: Azteca, Abby Rd. (CA); Acapulco (FL); Denver Music Dist. (CO); Handiman (MI); Int'l Record Dist. (IL); Rangel, Southwest Wholesale, West Merch., Southwest Entertainment (TX).

Little Richie Johnson Agency, 318 Horizon Vista Blvd., Box 3, Belen, NM, 87002, (505) 864-7441. Fax: (505) 864-7442. Pres.: Little Richie Johnson.

Label(s): (Owned) Chuckie, LRJ, Little Richie, Vantage.

Jondi Records, 130 W. 42nd St., Ste. 1106, New York, NY, 10036, (212) 819-0920. Fax: (212) 768-7822. Pres.: Dick Charles; Vice Pres.: Jon Soleather.

Joe Jones & The Reynosa Brothers Records, 10556 Arwood Rd., Lake View Terrace, CA, 91342, (818) 890-0730, (818) 890-0977. Fax: (818) 899-4457. CEO/Opns. Mgr.: Joe Jones; Vice Pres./Gen. Mgr.: Marion Jones; Professional Mgr.: Dwayne Jones.

Label(s): (Owned) Joe Jones & Reynosa Bros., (Distributed) New Orleans, Old School Alternative.

The Joplin & Sweeney Music Co., 334 N. Santa Cruz Ave., Los Gatos, CA, 95030, (408) 395-7818. Fax: (408) 395-7436. Owners: Neil Hogan, Greg Burger.

US Reps.: Life Dance Dist. (OR); Music Design Dist. (WI); Rock Bottom (GA); Bassin Dist. (FL).

Joyce Records, 13381 Beach Av., Marina Del Rey, CA, 90292, (310) 821-4005. Fax: (310) 823-3389. Pres.: Wayne Volat.
Label(s): (Owned) Joyce.

Jumpin' Jack Records, 2301 W. 59th St., Los Angeles, CA, 90043, (213) 294-7286. Fax: (213) 291-7709. Pres./A&R: Johnno Waller; Vice Pres.: Horace Hall; Sec.: Sierra Sweet.
Label(s): (Owned) Jumpin' Jack.

Jungle Productions/Records, PO Box 3034, Austin, TX, 78764, (512) 388-0728. Pres.: Bruce Sheehan.

Justice Record Co., Inc., 3215 W. Alabama, Houston, TX, 77098, (713) 520-6669. Fax: (713) 525-4444. Pres./CEO: Randall Hage Jamali; Chief Opns. Officer: David A. Thompson; Nat'l Sales Dir.: Connie Bambace; Dir., Mktg.: Gary Moore.
Label(s): (Owned) Justice.

K

KMA Records, 2301 W. 59th St., Los Angeles, CA, 90043, (213) 294-7286. Fax: (213) 291-7709. Pres.: Johnno Waller; Vice Pres.: Horace Hall; Sec.: Sierra Sweet.
Label(s): (Owned) KMA.

KRC Productions, HC 73, PO Box 5060, Harold, KY, 41635, (606) 478-2169. Fax: (606) 478-2169. Pres.: Keith R. Carter; Vice Pres.: Kimberly K. Carter.
Label(s): (Owned) KRC.

KRC Records, PO Box 615, Gardena, CA, 90248, (310) 323-4671. Gen. Mgr.: Paulina V. Kucij; Composer/Pianist: Timothy M. Kucij.

US Reps.: RCI Records (TN).

KTel Int'l (USA), Inc., 15535 Medina Rd., Plymouth, MN, 55447, (612) 559-6800. Pres.: Mickey Eifenberg; Vice Pres., Sales: Dennis Hoefer; Vice Pres., Bus. Affairs: Mary Kuehn; Dir., Pdc. Devel.: Steve Wilson; Mgr., Nat'l Promo: Bill Hallquist.

Office(s): 540 Brookmill Rd., Oakville, ON, L6J 5K5, Canada, (905) 338-3380, Managing Dir.: Ian Howard; Synaslahden-tie 18, Helsinki, 00560, Finland, 35807571522. Fax: 3580790653, Managing Dir.: Jorma Kosonen; Max-Planck-Str. 34, Karben 1, W-61184, Germany, 49603999990, Fax: 49603999933, Managing Dir.: Conni Stephan; 30/32 Sir John Rogersons Quay, Dublin, 2, Ireland, 35316790667, Fax: 35316790668, Managing Dir.: Sharon Browne; PO Box 47-318, Ponsonby, Auckland, New Zealand, 6493787561, Fax: 6493780452, Managing Dir.: Diana Creighton; Windmill Ct., 192 Windmill Ln., Greenford, Middlesex, UB6 9DW, United Kingdom, 44815666789, Fax: 44815752264, Managing Dir.: Pat Broderick; Paseo La Habana 33, Entreplanta 1, Madrid, 28036, Spain, 3415640327, Fax: 3415644828, Managing Dir.: Jeff Posner; 20-22 Rue Louis Armand, Paris, 75015, France, 33144252615, Fax: 33144252630, Managing Dir.: Sylvia Mouradian.

Label(s): (Owned) K-Tel, (Distributed) A.J.K. Music, Arrival, Cold Front, Crush Music, Dominion, Era, Headfirst, Increase, Nouveau.

Kaizan Music, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: John "Kaizan" Neptune; Vice Pres. A&R: Jeffrey Jacobson.
Label(s): (Owned) Kaizan.

Kansa Records Corp., 116 Countrywood Dr., Lebanon, TN, 37087, (615) 444-3865. Pres.: Chet Johnson; Gen. Mgr./A&R Sec.: Kit Johnson.
Label(s): (Owned) Kan II, Kansa, Sunflower, (Distributed) Heritage.

Allan Kaplan Enterprises, #6 Parkview Circle, Corte Madera, CA, 94925, (415) 927-7757. Fax: (415) 927-4637. Pres.: Allan Kaplan; Associate: Bill Horwedel.

Kaupp Records, 12112 Norman Ave., Stockton, CA, 95215, (209) 948-8186. Fax: (209) 942-2163. Pres.: Nancy L. Merrihew; Vice Pres.: Robert Merrihew; Mktg./Sales: Rick L. Webb; A&R Coord.: Kristy Ledford.
Label(s): (Owned) Kaupp.
US Reps.: Cal-Centron (CA).

Kennett Sound Studios, Inc., 2000 S. Bypass, Kennett, MO, 63857, (314) 888-2995. Pres.: Joe Keene.
Label(s): (Owned) KSS.

Kerville Music Foundation, Inc., 5600 Medina Hwy., Quiet Valley Ranch, Kerville, TX, 78028, (210) 257-3600. Fax: (210) 257-8680. Exec. Dir./Producer: Rod Kennedy; Sec./Treasurer: Andrea LedBlanc; Recording Engineer: Pedro Gotierrez.
Label(s): (Owned) Kerville Folk Festival.

Kid-Fun Productions, 10733 Debra Ave., Granada Hills, CA, 91344, (818) 368-4660. Owner: Cindy Karubian.

Kiddoodle Music, 203 Abbott Glen Ct., Nashville, TN, 37215, (615) 292-9459. Fax: (615) 292-7351. CEO: Dennis Scott.
Label(s): (Owned) Act IV Music, Kiddoodle Music, Dennis Scott Productions.

Kind Crone Productions, 582 Eldora Rd., Pasadena, CA, 91104, (818) 797-6817. Fax: (818) 797-6817. Pres.: Milbre Burch; Asst.: Marsha Parkhill.

King of Kings Int'l Records (Assoc. w/Bell Record Int'l), 38603 Sage Tree St., Palmdale, CA, 93551. Pres.: LeRoy Pritchett; Gen. Mgr.: Harold Dunklin; Pro. Mgr. A&R/Rec'd Artist: Charles Vickers; Head Sec.: Loris Lee Doby.
Label(s): (Owned) Bell Record Int'l, King Of Kings, King Of Kings Int'l.

King's Music Records, Inc., PO Box 4813, Wilmington, NC, 28406, (919) 762-7172. Fax: (919) 762-7043. Pres./Owner: Jimmy Entwistle; Promo. Dir.: Roxann Cowan.
Label(s): (Owned) King's Music.

US Reps.: City Hall (CA); RAS Record (MO).
Int'l Reps.: Semaphore (The Netherlands).

Sid Kleiner Music Enterprises, 10188 Winter View Dr., Naples, FL, 33942, (813) 566-7701. Fax: (813) 566-7702. Pres.: Sid Kleiner; Vice Pres.: Trudy Kleiner; A&R Mgr.: Mark Kleiner; Mktg. Mgr.: David Kleiner.
Label(s): (Owned) Bliss, Country King, Musi-Poe, This Is It, Top-Star.

Klick Records, PO Box 527122, Flushing, NY, 11352, (917) 290-6083. Pres.: Larry F. Liao; Vice Pres., Publicity: Kathy Li; A&R Dir.: Leonard Liao; Dir., Pub. Rel.: Jose Chiu.
Label(s): (Owned) Fortune.

Known Artist Records & Promotions, PO Box 1304, Brewton, AL, 36427, (205) 867-2228. Pres.: Roy Edwards; Mgr.: Shannon Edwards; A&R: Gus Grice.
Label(s): (Owned) Bolivia, Known Artist.

Koala Bear Int'l, 5173 Roxborough Dr., Hermitage, TN, 37076, (615) 883-4777. Dir.: Mark Weisman; Mgr., Mktg/Admin.: Diana Weisman.
Label(s): (Owned) KBI, Koala Bear.

Koala Records, Inc., 6513 S. Broadway, Los Angeles, CA, 90003, (213) 750-0436. Pres./Treas.: Irv Kessler; Vice Pres./Sec.: Mary Kessler.
Label(s): (Owned) Deep Roots, Koala, Lamb & Lion Country, (Distributed) Lamb & Lion.

Koch Int'l L.P., 177 Cautique Rock Rd., Westbury, NY, 11590, (516) 938-8080. Fax: (516) 938-8055. Pres.: Michael Koch; Vice Pres., Sales/Mktg.: Michael Rosenberg; Exec. Vice Pres.: Liz Jones; Dir., A&R: Barry Feldman.
Label(s): (Owned) Koch Int'l, Koch Int'l Classics, Koch Schwann, (Distributed) Shanachie, Yazoo.

Carole Koenig Music on the Hammered Dulcimer, 42223 Village 42, Camarillo, CA, 93012, (805) 987-8484. Contact: Carole Koenig.
Label(s): (Owned) Music on the Hammered Dulcimer.

US Reps.: Music Design (WI).

Kool Breeze Records, PO Box 120, Loxahatchee, FL, 33470, (407) 795-4232. Exec. Dir.: Kevin M. Reeves; Gen. Mgr.: Debbie S. Reeves.
US Reps.: Rustron Music Dist. (FL).

Koss Classics, 4129 N. Port Washington Ave., Milwaukee, WI, 53212, (414) 964-5000. Fax: (414) 964-8615. Pres./CEO: Michael J. Koss; Vice Pres., Sales: John Koss, Jr.; Dir., Pdc. Devel./Mktg.: Jill McCurdy; Pub. Rel. Coord.: Cameryne Roberts.
Label(s): (Owned) Koss Classics.

US Reps.: Albany Record Dist. (NY).

Kracken Sounds, Inc., 10438 W. McNichols, Detroit, MI, 48221, (313) 345-7740. Fax: (313) 345-7550. CEO/Chrmn.: Bob McPherson; COO/Pres.: Frank Lovejoy; Controller: Oscar Woodard; Vice Pres. A&R: Darrell Robinson.
Label(s): (Owned) Chattle, Int'l, Kracken.

US Reps.: Carlin Co. (MI).

Kranksy, 3058 N. Clybourn Ave., Chicago, IL, 60618, (312) 935-5683. Pres.: Joel Leoschke; Vice Pres., Mktg.: Bruce Adams.

Krypton Records, 3613 Harvey Lk. Rd., Highland, MI, 48357, Owner: Dennis Cypovny.

Krysdahlark Music, Inc., 447 Missouri Ave., Cincinnati, OH, 45226, (513) 871-4470. Fax: (513) 533-3944. Pres./CEO/Exec. Producer: Jeff Kry; Producer, NY: Chris Dahlgren; Producer: William Larkin IV.
Label(s): (Owned) Four Corners, Krysdahlark.

L

LBI, PO Box 328, Jericho, VT, 05465, (802) 899-3787. Pres.: Bobby Hackney.
Label(s): (Owned) LBI, Word of Mouth.

LOA, 180 Varick St., 14th Floor, New York City, NY, 10014, (212) 675-7168. Fax: (212) 675-6647. Pres.: John Matarazzo; Label Dir.: Robert Soares.
Label(s): (Owned) LOA.

LRC Ltd., 16 Montrose Pl., Melville, NY, 11747, (516) 643-9259. Fax: (516) 491-4457. Pres.: Sonny Lester; Vice Pres.: Dan Lester.
Label(s): (Owned) LRC.

LaVal Records, 1327 Cobb St., Kalamazoo, MI, 49007, (616) 342-5328. Owner: Vic La Val.
Label(s): (Owned) La Val.

Lois LaFond & Co., PO Box 4712, Boulder, CO, 80306, (303) 388-4551. Owner: Lois LaFond.

LaFace Records, 10 W. 19th St., 9th Floor, New York, NY, 10011, (212) 924-0020. Fax: (212) 924-5454.

Lamar Music Co., 104 Pearsall Dr., Mt. Vernon, NY, 10552, (914) 668-0383. Fax: (914) 668-3119. Pres.: Darlene Barkley; Dir.: Vernon Wilson; Asst. Dir.: Darrell Mouzon.

Lamon Records, 2642 Shelburne Pl., Charlotte, NC, 28227, (704) 573-8999. Fax: (704) 545-1940. CEO: Dwight L. Moody; A&R: David Moody; Mktg: Mike Evans.
Label(s): (Owned) Lamon, Panhandle, (Distributed) Antler, Colonial.

Landmark Communications Group, PO Box 1444, Hendersonville, TN, 37077, (615) 264-2765. Fax: (615) 868-0419. Vice Pres., Admin.: Gail Score; Vice Pres., Assoc. Labels: Dr. Harry Yates.
Label(s): (Owned) Landmark, (Distributed) Jana.

Landslide Records, Inc., 1800 Peachtree St. NW (333), Atlanta, GA, 30309, (404) 355-5580. Fax: (404) 351-2786. Pres.: Michael Rothschild.
Label(s): (Owned) Landslide.
US Reps.: Rock Bottom, Inc. (GA).

Lanor Records, 329 N. Main St., Church Point, LA, 70525, (318) 684-2176. Fax: (318) 684-2176. Owner: Lee Lavergne.
Label(s): (Owned) Lanor.

Lark Records, Inc., 4815 S. Harvard, Ste. 520, Tulsa, OK, 74135, (918) 749-1647. Fax: (918) 749-1697. Label(s): (Owned) Lark.

Latin Star Productions, 214 Gates Ave., Jersey City, NJ, 07305, (201) 451-4947. Pres.: Glen Vargas.
Label(s): (Owned) Latin Star, (Distributed) W.G. Int'l.

Laughing Hyena, 12125 Goddard Ave., Overland Park, KS, 66213, (913) 681-1100. Pres.: Arnie Hoffman.
Label(s): (Owned) Laughing Hyena.

Laughing Stock Records, 16 Sycamore Ave., Larkspur, CA, 94939, (415) 924-7814. Fax: (415) 927-3002. Owner: Elmo Shropshire; Gen. Mgr.: Valerie Adell.
US Reps.: Action Music (OH); City Hall (CA); Paul Starr Dist. (MN); Rock Bottom (GA); Sight & Sound (OR).

LaVal Records, 1327 Cobb St., Kalamazoo, MI, 49007, (616) 342-5328. Owner: Vic LaVal.
Label(s): (Owned) LaVal, Vic.

Le Cam Records, PO Box 11152, Fort Worth, TX, 76110, Pres.: Major Bill Smith.
Label(s): (Owned) Chxsti, Le Cam, Memphis Mystery.

LeFrak-Moelis Records, 40 W. 57th St., Ste. 1510, New York, NY, 10019, (212) 586-3600. Fax: (212) 307-7027. Pres.: Herb Moelis; Vice Pres./Mktg: Randi Kantor; Vice Pres., Opns.: Larry Moelis; Dir., Bus. Affairs: Stephen Moelis.
Label(s): (Owned) LMR Street, Saja, Tropical.

Legrand Records Int'l, 5736 Shenandoah Ave., Norfolk, VA, 23509, (804) 623-5565. Fax: (804) 640-1402. Pres.: Frank J. Guida; Vice Pres.: Joseph F. Guida; Treasurer: Millie Guida; Dir. Mktg: Rosetta Burns.
Label(s): (Owned) Norfolk Int'l, Peanut Country, S.P.Q.R., Soap Opera.

Int'l Reps.: Ace, Tring (UK).

Legs Label Records, 825 Fifth St., Menasha, WI, 54952, (414) 725-4467. Exec. Pres.: Lori Lee Woods; Promos.: Jean M. Wilson; Vice Pres. A&R: Rebekah A. Pierce.
Label(s): (Owned) Legs, Sand Dollar.

Leonarda Productions, Inc., PO Box 1736, New York, NY, 10025, (212) 666-7697. Fax: (212) 662-0210. Exec. Dir./Producer: Marnie Hall.
Label(s): (Owned) Leonarda.
US Reps.: Albany Music Dist. (NY).

Int'l Reps.: WRPM (United Kingdom); Laval (Belgium).

Let It Ring Records, PO Box 241, Weare, NH, 03281, (603) 529-1143. CEO: Peter Morin; Dir., Mktg/Promos.: Donna Rafal.

Leviathan Records, PO Box 745, Tyrone, GA, 30290, (404) 463-1009. Fax: (404) 463-8646. Pres.: Steve McClure; Gen. Mgr.: David T. Chastain.
Label(s): (Owned) Leviathan, (Distributed) Black Dragon, Marshall, Mascot.

US Reps.: Navarre (MN); Action (OH); Select O Hits (TN).

Liberty Records, 3322 West End Ave., 11th Floor, Nashville, TN, 37203, (615) 269-2000. Fax: (615) 269-2059. Pres./CEO: Jimmy Bowen; Gen. Mgr.: Bruce Greenberg; Vice Pres., Mktg/Sales: Bob Freese; Vice Pres., A&R: Renee Bell; Vice Pres., Int'l: Cindy Wilson.
Label(s): (Owned) Liberty.

Library of Congress Broadcasting & Recorded Sound Div., 101 Independence Ave. SE, Washington, DC, 20540, (202) 707-5705. Fax: (202) 707-2371. Public Services Coord.: Dina T. Fleming.
Label(s): (Owned) L.C. "Folk Recordings" Series, L.C. "Historical Perf." Series, L.C. "Our Music Past" Series, (Distributed) Koch Int'l.

Lifesong Records, PO Box 5807, Englewood, NJ, 07631, (212) 319-4000. Fax: (212) 688-7476. Pres.: Philip Kurnit; Vice Pres.: Terry Cashman; Vice Pres.: Tommy West.
Label(s): (Owned) Lifesong.

Lift Him Up Music, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Paul Ferrar; Vice Pres. A&R: Jeffrey E. Jacobson.
Label(s): (Owned) Praise.

Lightyear Entertainment, 350 Fifth Ave., Ste. 5101, New York, NY, 10118, (212) 563-4610. Fax: (212) 563-1932. Pres.: Arne Holland; Vice Pres., A&R/Producer: Joshua Greene; Vice Pres., Sales/Mktg: Don Spivogel.
US Reps.: BMG Music (NY).

Lillenas Publishing Co., 2923 Troost Ave., Kansas City, MO, 64109, (816) 931-1900. Fax: (816) 753-4071. Dir.: Harlan Moore; Mktg: John Mathias.
Label(s): (Owned) Crystal Sea, Lillenas.

Limited Potential Records, 1327 W. North Shore, Unit 3S, Chicago, IL, 60626, (312) 764-9636. Fax: (312) 764-8727. Pres./Head, A&R: Mike Potential; Retail Sales: Nan Warshaw; Publicity Dir.: Hannah Altchison.
US Reps.: Dutch East India Trading (NY).

Lincoln Records, 23 Valentine St., Cambridge, MA, 02139, (617) 491-7780. Pres.: John Lincoln Wright.
Label(s): (Owned) Lincoln.
US Reps.: Northeastern (MA).

Lindberg Records, 1445 Sunset Ridge Rd., Glenview, IL, 60025, (708) 729-2047. Fax: (708) 729-2059. Pres.: Sven Lindberg; Vice Pres., Mktg: Frank Littlewolf; Int'l Dir.: Bjorg Larsen; A&R Dir.: Sanford Thrace.
Label(s): (Owned) Danskisk, Disc 'N' Dat, Norskisk, Scandinavian, Svenskisk.

Link Records, 121 W. 27th St., Ste. 401, New York, NY, 10001, Pres.: Andrew Kipnes; A&R/Artist Devel.: Heather Hawkins.

Lion Hunter Music, PO Box 11078, Anchorage, AK, 99511, (907) 349-2456. Pres.: Dave Connett; Vice Pres. A&R: Clive Lock.
Label(s): (Owned) Lion Hunter Music, (Distributed) Midi Busker.
Int'l Reps.: Station Records (UK).

Lite Album Publishing Co., 2260 El Cajon Blvd., Ste. 161, San Diego, CA, 92104, (619) 984-0811. Fax: (619) 295-5036. Pres.: D. Rivers.
Label(s): (Owned) New Style, (Distributed) Frog Work.

Little Giant Records, Jaketon Rd., White Lake, NY, 12786, (914) 482-5946. Pres.: Mickey Barnett; Mgr., A&R: Mike Pell.
Label(s): (Owned) Beechwood, Killer, Little Giant, School Days.

Living Music Records, Inc., PO Box 72, Litchfield, CT, 06759, (203) 567-8796. Fax: (203) 567-4276. Pres.: Paul Winter; Promos.: Chantal Harris.
Office(s): 155 W. 72nd St., Ste. 706, New York, NY, 10023, (212) 595-5272. Fax: (212) 496-0254. Gen. Mgr.: Paul Schulman.
Label(s): (Owned) Living Music.
US Reps.: REP Co. (MN).

Int'l Reps.: JVC/Victor Entertainment (Japan); Distribution Fusion (Canada).

Loadstone Record & Music Co., 163 Orizaba Ave., San Francisco, CA, 94132, (415) 334-2247. Pres./Gen. Mgr.: Walter C. Stone; Regional Promo: Lillie C. Moore; Local Promo: Goyotte Williams.
Label(s): (Owned) Loadstone, Lock, Open.
US Reps.: California Record Dist. (CA); Baker & Taylor Video (IL); Floyd's Wholesale (LA); Bib Dist. Co. (NC).

LobeCandy Records, 7514 Girard Ave., Ste. 1-440, La Jolla, CA, 92037, (619) 551-9571. Contact: Sue Boyer; Contact: Gen Kiyooka.

London Records, 825 Eighth Ave., New York, NY, 10019, (212) 333-8000. Fax: (212) 333-8030. Pres.: Peter Koepke; Vice Pres.: Russ Rieger; Vice Pres., A&R: Lorie Harbough.
Label(s): (Owned) FFRF, (Distributed) Go!Discs, Next Plateau, Payday.

Los Hermanos Records, 2504 21st St., Ste. #4, Sacramento, CA, 95818, (916) 991-0991. Pres.: Bruce Hicks; A&R: Greg Humphrey; Vice Pres.: Jerry Hicks.

La Louisianne Records, 711 Stevenson St., Lafayette, LA, 70501, (318) 234-5577. Fax: (318) 233-2595. Owner/Mgr.: David M. Rachou.
Label(s): (Owned) Belle, La Louisianne, Tamm.

Love Records (Div. of Random Enterprises, Inc.), 825 Madison Ave., Ste. 3R, New York City, NY, 10021, (212) 734-4000, (212) 288-6000. Fax: (718) 892-3246. Pres.: Savina Hartwell; Mktg/Sales Vice Pres.: Alan Hartwell; Publicity/Promo: Allison Hartwell; Dir., A&R: Mike Nerlino; PR Assoc. (Southern): DeAnne Swinney; PR Assoc. (North Eastern): Laura Hurley; PR Assoc. (New England): Angela Decker; PR Assoc. (Mid-Western): Dino Schiada.
Label(s): (Owned) Boots, IMQ, Random, Rave, Sylvania, (Distributed) Century 21, Solid Brass.

US Reps.: Int'l Mktg. & Commun. Corp. (NH).

Low-Flying Angels Music c/o Jacobson & Colfin, P.C.), 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Beth Travers.
Label(s): (Owned) Low Flying.

Lowery Music Co., Inc., 3051 Clairmont Rd. NE, Atlanta, GA, 30329, (404) 325-0832. Fax: (404) 325-1075. Pres.: Bill Lowery; Southern Tracks Pres.: Butch Lowery; Foreign Correspondence: Beileen Beahy; Country Promos.: Wade Pepper.
Label(s): (Owned) Southern Tracks.

Luaka Bop, PO Box 652, Cooper St., New York, NY, 10276, (212) 255-2714. Fax: (212) 255-3809. CEO: David Byrne; Chrmn.: David Byrne; Pres.: Yale Evelev; Mgr.: Heather Higgins; Mgr.: N. Egan.

Lucifer Records, Inc., PO Box 263, Brigantine, NJ, 08203, (609) 266-2623. Pres.: Ron Luciano; Vice Pres./Treasurer: Dana Luciano; Vice Pres. A&R: Jerry Denton.

Label(s): (Owned) Cypher, Lucifer, (Distributed) Denton, Fisher, TVA.

Lucky Seven Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Terry Manning.
US Reps.: Rounder Records (MA).

Luke Records, Inc., 8400 NE Second Ave., Miami, FL, 33138, (305) 757-1969. Fax: (305) 757-3456. Pres./Owner: Luther Campbell.
Label(s): (Owned) Effect, Luke, Skyline, (Distributed) Crew-La Poo, Nautica.

Lumina Records, Inc., 2890 Carpenter Rd., Ste. 1100, Ann Arbor, MI, 48108, Fax: (313) 667-8305. Pres.: Phil Copeland; Contact: Steve Fair.

Luna Music Corp./Fonovisa, 1200 W. Venice Ave., B1, Los Angeles, CA, 90006, (213) 745-6224. Fax: (213) 745-7577. Pres.: Abel De Luna; Gen. Mgr.: Arelia Garcia; Admin.: Oscar Burga.
Label(s): (Owned) Jupiter, Luna Music, Saturno.
US Reps.: Fonovisa, Inc. (CA).

Jack Lynch Music Group, 306 Millwood Dr., Nashville, TN, 37217, (615) 366-9999. CEO: Col. J.D. Lynch.
Label(s): (Owned) Jalyn, Nashville Bluegrass, Nashville Country.

Lyric Distribution, Inc., 18 Madison Ave., Hicksville, NY, 11801, (516) 932-5503, (800) 325-9742. Fax: (516) 932-5514. Pres.: Ed Rosen; Vice Pres. A&R: Steven Striffler; Prodn. Mgr.: William DePeter.
Label(s): (Owned) Biography in Music, Historical Recordings, Legato Classics, Standing Room Only, (Distributed) Nightingale Classics, Opera Rara.

Lyrichord Discs, Inc., 141 Perry St., New York, NY, 10014, (212) 929-8234. Fax: (212) 929-8245. Pres.: Nick Fritsch; Mktg. Promo: Julia Lee Prospero; Office Mgr.: K. Kinsella.
Label(s): (Owned) Lyrichord, Lyrichord Early Music Series.
US Reps.: Koch Int'l (NY).

Int'l Reps.: CM Dist. (UK); DAM (France); Bellaphone (Germany); Music Consort (Switzerland); Ird (Italy); Neodisk (Greece).

M

MAR Int'l, 417 E. Main St., Stockton, CA, 95202, (209) 462-1389. Fax: (209) 462-8390. Contact: Marita Sanchez.

M/Art Music, PO Box 855, Fort Lee, NJ, 07024, (201) 224-0941. Dir.: Fred Jacobs.
Label(s): (Owned) M/Art.
US Reps.: Twinbrook, North Country (NY).

MCA Records, 70 Universal City Plz., Universal City, CA, 91608, (818) 777-4056. Chrmn./Vice Pres.: Alvin N. Teller; Exec. Vice Pres./COO: Zachary Horowitz; Pres., MCA Rec.: Richard Palmese; Pres., Black Music Div.: Ernie Singleton; Exec. Vice Pres.: Ron Oberman; Exec. Vice Pres., Mktg.: Randy Miller; Sr. Vice Pres., Pub. Rel.: Paula Batson; Vice Pres., Pre-Prodn.: Toi Morimoto; Vice Pres., Dance/Crossover Promo: Bobby Shaw.
Office(s): 5275 Triangle Pkwy., Ste. 100, Atlanta, GA, 30092, (404) 447-6405. Fax: (404) 263-8132; 100 N. First St., 4th Floor, Burbank, CA, 91502, (818) 845-0365; Fax: (818) 845-2564; 1501 LBJ Frwy., Ste. 550, Dallas, TX, 75234, (214) 484-3001. Fax: (214) 484-0026; 4530 W. 77th St., Ste. 220, Edina, MN, 55435, (612) 835-6020. Fax: (612) 835-0795; 3677 Miad Cr., Memphis, TN, 38118, (800) 843-3677. Fax: (901) 366-1135; 4910 Longley Ln., Ste. 102, Reno, NV, 89502, (702) 827-8882. Fax: (702) 826-5577; 1755 Broadway, 8th Floor, New York, NY, 10019, (212) 841-8000; 201 Edgewood Dr., Ste. 261, Wakefield, MA, 01890, (617) 245-0509. Fax: (617) 245-9691; 975 Hawthorne, Itasca, IL, 60143, (708) 285-1700. Fax: (708) 285-1720; 2450 Victoria Park Ave., Willodale, ON, M2J 4A2, Canada, (416) 491-3000. Fax: (416) 490-7519. Contact: Ross Reynolds; 3031 Viking Way, Ste. 103, Richmond, BC, V6V 1W1, Canada, (604) 273-7797. Fax: (604) 273-7735. Contact: Bill Tait; 1121 Centre St. N., Ste. 310, Calgary, AB, T2E 7K8, Canada, (403) 230-3991. Fax: (403) 230-2131. Contact: Terry McArthur; 201-173 McDermott Ave., E., Winnipeg, MB, R5B 0S1, Canada, (204) 943-3323. Fax: (204) 947-2720.
Label(s): (Distributed) Bon Ami, Chess, Coral, DGC, Decca, Dot, GRP, Gasoline Alley, Geffen, Impact, Impulse, MCA Classics, MCA/Curb, MCA/IRS, MCA, Margaritaville, Narada, Radioactive, Reunion, Silas, Sona Gaia, Soul, Stretch, Uni, Uptown, Varese Sarabande, Vocalion.
US Reps.: BMG Dist. (NY).

MCA Records Nashville, 60 Music Sq. E., Nashville, TN, 37203, (615) 244-8944, (615) 880-7346. Fax: (615) 880-7447. Pres.: Tony Brown; Vice Pres. Nat'l Promo: Scott Borchetta; Vice Pres., Prod./Creative Servs.: Katie Gillon; Dir., A&R Admin.: Julie Pat Ballweg; Dir., Adv./Creative Mktg.: Stephen McCord; Dir., Prod./Creative Servs.: Mary Ann Daniel.

MCI Entertainment (Div. of Matsuo Communications Int'l PLC), 10 Universal City Plz., Ste. 830, Universal City, CA, 91608, (818) 506-8533. Fax: (818) 506-8534. CIO: Jaeson St. James Jarrett; Pres./COO: Santonio R. Scotti; Exec. Vice Pres., Bus. Aff.: Edward J. Carnahan; Vice Pres., Mgt./Dist./Sales: John Boren; Vice Pres., A&R/Prodn.: Jim Sellavain.
Label(s): (Owned) Bouvier, Credence, PPL, (Distributed) Home, Oaktree, Razor Sharp.

M.I.R.A.-Mirage Independent Records Associates, PO Box 24134, Cincinnati, OH, 45224, (513) 681-6352. Fax: (513) 681-4245. CEO: A.J. Ibold, Jr.; Vice Pres.: Thomas Class; Dir., A&R: Bob Sutton.
Label(s): (Owned) M.I.R.A.

MMO Music Group/Pocket Songs, 50 Executive Blvd., Elmsford, NY, 10523, (800) 669-7464. Fax: (914) 592-3116. CEO: Irv Kratka; Pres.: Dave Kratka; Adv./Publicity Mgr.: Neil Mednick; Sales Mgr.: Jeff Miller.
 Label(s): (Owned) Music Minus One, Pocket Songs, Right Tracks, Screen Tracks CD + G, (Distributed) Tip Top Karaoke VHS, Tip Top Karaoke CD + G, Tip Top Karaoke Laser Discs.
MOR Records, 17596 Corbel Ct., San Diego, CA, 92128, (619) 485-1550. Fax: (619) 485-1883. Pres./Owner/Prod.: Stuart L. Glassman; Engineer: Dan Milner.
 Label(s): (Owned) MOR, MOR Country, MOR Jazz.
MSK Productions, Inc., 15401 Tireman Ave., Dearborn, MI, 48126, (313) 581-8100. Pres.: Chet Kajeski.
 Label(s): (Owned) Dearborn, Leprechaun, M-S, MSK.
Macola Record Group, Inc., 8831 Sunset Blvd., Ste. 202, West Hollywood, CA, 90069, (310) 659-6036. Fax: (310) 659-6039. Pres.: Donald MacMillan; Opns. Mgr.: James Takeda.
 Label(s): (Owned) Macola, (Distributed) Citizen Swing, Hootlum, Invincible, Music Box Dancer, Pacific Inland, Techno Hop.
 US Reps.: Navarre (MN).
Maggie's Music, Inc., PO Box 4144, Annapolis, MD, 21403, (410) 268-3394. Fax: (410) 267-7061. Pres./A&R: Maggie Sansone; Vice Pres./Opns. Mgr.: Richard Crenshaw; Promo: Connie McKenna.
 Label(s): (Owned) Maggie's Music.
 US Reps.: Music Design (WI); Distrib. No. America (MA); Bayside (CA); New Leaf (GA); Silo (VT).
MagieMusic Productions, Inc., 1409 Roper Mountain Rd., #225, Greenville, SC, 29615, (803) 676-9314. Gen. Mgr.: Judy Pandolfi.
Majega Records, 240 E. Radcliffe Dr., Claremont, CA, 91711, (714) 624-0677. Pres.: Gary K. Buckley.
Makedwe Records, 10556 Arwood Rd., Lake View Terrace, CA, 91342, (818) 890-0730, (818) 890-0977. Fax: (818) 899-4457. Pres.: Marion Coleman; CEO/Opns. Mgr.: Joe Jones, Sr.; Mgr. of A&R: Dwayne Jones.
 Label(s): (Owned) Coleman, Detra, Marion, Trell.
Malaco Records, 3023 W. Northside Dr., Jackson, MS, 39213, (601) 982-4522. Fax: (601) 982-4528. Pres.: Thomas J. Couch; Vice Pres.: Wolf Stephenson; Dir. Bus. Aff.: Stewart Madison.
 Label(s): (Owned) Malaco, Savoy, Waldoxy, (Distributed) Muscle Shoals, Onyx.
 Int'l Reps.: Koch Int'l (Germany).
Malaco/Savoy Records & Music Group, 1102 17th Ave. S., Ste. 303, Nashville, TN, 37212, (615) 327-0440. Fax: (615) 329-3964. Vice Pres., Nashville Opns: Bill Isaacs; Dir., Publishing: Betty Jo Fowler; Dir., Creative Servs.: Steve Pope.
Mammoth Records, Carr Mill, 2nd Floor, Carboro, NC, 27510. Pres.: Jay Faires; Label Mgr. (Mammoth): Steve Balcon; Label Mgr. (Mammoth): Chris Sawin.
 Label(s): (Distributed) Atlantic, Relativity.
 US Reps.: RED (NY); WEA (PA).
 Int'l Reps.: Real Time (UK); Mushroom (Australia); Alfa Records (Japan); Pony Canyon (Singapore); Attic (Canada).
Mandala Records, 60 Sunburst Dr., Rocky Point, NY, 11778, (516) 744-9810. Fax: (516) 821-4041. CEO: Louis Lofredo; A&R Dir.: Louis Lofredo III; Vice Pres., Mktg.: Adam Lofredo.
Manhattan Center Records, 311 W. 34th St., New York, NY, 10001, (212) 279-7740. Fax: (212) 465-2367.
Manny Music, Inc., 2035 Pleasanton Rd., San Antonio, TX, 78221, (210) 923-8585. Fax: (210) 924-3338. Pres.: Manny R. Guerra; Promotional Dir.: Miguel Hernandez; Sound Tech.: Brian "Red" Moore; Graphics: Rene Guerra; Publishing/A&R: Pete Rodriguez.
 Label(s): (Owned) AMS, Manny.
 US Reps.: WEA Latina (CA).
Mapleshade, 2301 Crain Hwy., Upper Marlboro, MD, 20772, (301) 627-0525. Fax: (301) 627-4136. Pres.: Pierre Sprey; Mktg. Dir.: Rick Hallock; Music Dir.: Larry Willis.
Mardi Gras Records, Inc., 3331 St. Charles Ave., New Orleans, LA, 70115, (504) 895-0441. Pres.: Warren Hildebrand.
Margaritaville Records, Inc., 54 Music Sq. E., Ste. 303, Nashville, TN, 37203, (615) 726-2899. Fax: (615) 726-2897. Pres.: Bob Mercer; Office Mgr.: Sam Knight; A&R: Mike Utley; Creative Dir.: Shellie Erwin.
John Marks Records, 19 Wright Ave., Wakefield, RI, 02879, (401) 782-6298. Fax: (401) 351-3914. Owner: John Marks.
 Label(s): (Owned) John Marks Records.
 US Reps.: Allegro (OR).
 Int'l Reps.: Allegro (Canada); Connaissance Musik (Germany, Belgium, Luxembourg, The Netherlands); Shun Cheong (Hong Kong, Singapore, Malaysia, Thailand); Sound and Music (Italy); Immutable Music (Japan); Samjoo Korea (Korea); Svalander Audio (Sweden); Record May Audio (U.K., Ireland); Rare & Audiophile (Switzerland).
Marvelle Music Co/Grass Roots Records, PO Box 532, Malibu, CA, 90265, (213) 463-5998. Fax: (310) 457-8891. Pres.: Lee Magid.
 Label(s): (Owned) Grassroots, LMI.
Masa Records, 5 St. Ste. D-1-A, Park Side, Guaynabo, PR, 00958, (809) 273-6009. Fax: (809) 273-1209. Pres.: German V. Velez; Sales/Mktg.: Sandra Barbeito; Vice Pres.: Sandra Barbeito; Int'l Promo: German Velez Forestier; Coord.: German Velez Forestier.
 Label(s): (Owned) Masa.
Massmedia, 828 Vista St., Pittsburgh, PA, 15212. Pres.: Jon C. Gorr.
 Label(s): (Owned) Massmedia.
Master Grip Record Co., 21 Joyce St., Bloomfield, CT, 06002, (203) 242-1690. Pres.: Joseph O. Pritchett, Jr.; Sr. Vice Pres.:

Eric T. Pritchett; Dir. Mktg./Promo: Joseph O. Pritchett, Jr.
Master Projects, Inc., 387 Ivy St., San Francisco, CA, 94102, (415) 554-3720. Pres.: Daniel Jseli; Vice Pres./A&R: Udi Shanker; Mktg. Dir.: Azadeh Lumiere.
 Office(s): 2301 W. Nichols, Ste. E, Arlington Heights, IL, 60004, (312) 577-7952. Gen. Mgrs.: Ed & Mary O'Mara; 832 North 24th St., Philadelphia, PA, 19130, (312) 577-7982. Contact: Kathy Howard; PO Box 4518, Zurich, 8022, Switzerland, 011-41-3611119. Fax: 011-41-3611112. Dir.: Markus Schmid.
 Label(s): (Owned) M.PI Music Group, White Wings Int'l.
Master-Trak Enterprises, 413 N. Parkerson, Crowley, LA, 70526, (318) 788-0773. Fax: (318) 788-0776. Owner: J.D. Miller; Chief Engineer: Mark Miller; Engineer: Eddie Bodin.
 Label(s): (Owned) Blues Unlimited, Kajun, MTE, Master-Trak, Part, Showtime.
Max Entertainment, Inc., 1501 Broadway, Ste. 1314-B, New York, NY, 10036, (212) 730-7160. Fax: (212) 730-7210. Pres.: Michael Weiss; Vice Pres.: Sam Weiss; Promo: Nick Eisenman.
 Label(s): (Owned) Nervous, SAM, Sorted, Strapped, Weeded, Wreck.
 US Reps.: Max Entertainment, Inc. (NY).
Maxern Productions, Inc., 14104 Forest Ridge Dr., North Pozomac, MD, 20878, (301) 738-3879. Pres.: John Langworthy; Gen. Mgr.: Ron Deangelis; Vice Pres., A&R: John Langworthy.
 Label(s): (Owned) Maxern.
Maycon Records Co., 5306 W. Columbia Ave., Philadelphia, PA, 19131, (215) 677-6760. Pres.: Mae Connelly; Vice Pres. Creative Serv/A&R: Earl Connelly; Promo Dir.: James Brooks.
Tim McCabe Productions/Planet Earth Records, 325 Rolling Rock Rd., Marietta, GA, 30067, (404) 952-2012. Fax: (404) 850-0024. Pres.: Tim McCabe; Vice Pres.: Sharyn McCabe.
 Label(s): (Owned) Planet Earth.
McGillis Recordings, 2895 Biscayne Blvd., Ste. 455, Miami, FL, 33137, (305) 460-3547. Pres.: Darrin McGillis.
 Office(s): Condo. Castillo del Mar, Ste. 1444, Carolina, PR, 00979, (809) 399-9179.
Mega Int'l Records, 2514 BuildAmerica Dr., Hampton, VA, 23666, (804) 930-1814. Pres.: Doc Holiday; Pres., A&R: Judith Guthro; Mktg./Sales Mgr.: Edward Wohanka.
 Label(s): (Owned) Everlasting Int'l, Mountain Int'l, Tug Boat Int'l.
Megaforce Entertainment, 210 Bridge Plaza Dr., Manalapan, NJ, 07726, (908) 972-3456. Fax: (908) 972-3443. Vice Pres., Mktg.: Gary Waldman; Video Promo: John Warden; Dir., Publicity/A&R: Maria Ferrero; Publicity: Michael Mazur; Retail: Mike Buckman.
 Label(s): (Owned) Megaforce.
 US Reps.: Polygram Group Dist. (USA).
 Int'l Reps.: A & M (Canada); Polystar (Japan); Music for Nations (Europe).
Megatone Records, Inc., 7095 Hollywood Blvd. # 349, Los Angeles, CA, 90028, (213) 850-5400, (415) 621-7475. Fax: (213) 467-3477. Chrmn.: John Hedges; Pres./CEO: Terrence Brown; Vice Pres., A&R: Jack Armstrong.
 Label(s): (Owned) Megatone, (Distributed) Airwave, Mega House, Mega-Tech.
 US Reps.: Alliance Entertainment.
Mem-Ten Enterprises, 4005 Covington Pl., Memphis, TN, 38135, (901) 371-8759. Fax: (901) 386-3115. Owner/Pres/CEO: Bob Holden; Vice Pres. Prof. Mgr.: Christine Distler; Gen. Mgr.: Becky Jernigan; A&R Dir.: Bill Holden.
 Label(s): (Owned) Mem-Ten, (Distributed) Moon.
Mercury Nashville, 66 Music Sq. W., Nashville, TN, 37203, (615) 320-0110. Fax: (615) 327-4856. Pres.: Luke Lewis; Vice Pres., A&R: Keith Stegall; Vice Pres., Label Opns: Robert Frank; Vice Pres., Sales/Mktg.: John Grady; Vice Pres., Publicity: Sandy Neese; Vice Pres., Promo: Anne Weaver; Dir., A&R: Carson Chamberlain.
 Label(s): (Owned) Mercury Nashville.
Mercury/PolyGram Records, 825 8th Ave., New York, NY, 10019, (212) 333-8000. Pres.: Alain Levy; Vice Pres., Media/Artist Rels: Lauren Murphy; Mgr./Artist/Media Rels: Chris Chambers.
Meremine Productions, 1562 First Ave., #355, New York, NY, 10028, (212) 472-7770. Fax: (212) 861-0588. Contact: Lacy James.
 Label(s): (Owned) Meremine.
Mesa/Bluemoon Recordings Ltd., 209 E. Alameda Ave., Ste. 101, Burbank, CA, 91502, (818) 841-8585. Pres.: Jim Snowden; Exec. Vice Pres.: George Navul; Vice Pres., Promo: Bud Harner; Vice Pres., Mktg.: Paul Santos; Nat'l Dir., Promo: Ingrid Wilkerson; Nat'l Dir., Retail Mktg.: Rob Saslow.
 Label(s): (Owned) Bluemoon, Mesa.
 Int'l Reps.: BMG (Canada).
Messidor, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Gotz Womer; Label Rep.: Michael Dunford; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul.
 US Reps.: Rounder Records (MA).
Metal Blade Records, Inc., 2345 Erringer Rd., Ste. 108, Simi Valley, CA, 93065, (805) 522-9111. Fax: (805) 522-9380. CEO: Brian Slagel; Pres.: Michael Foley; Vice Pres./Opns: Tracy Vera.
Metal Magic Records, 2210 Raper Blvd., Arlington, TX, 76013, (817) 461-8481. Owner/Pres.: Jerry Abbott; Gen. Mgr./Mktg. Dir.: Vinnie Paul; Sales/Promo. Mgr.: Darrell Lance; Acct. Exec.: Rex Browning; Vice Pres. A&R: Vinne Paul/Darrell Lance.
 Label(s): (Owned) Cosmopolitan Country.

Meteor Records, 576B Goldsboro Rd. NE, Atlanta, GA, 30307, (615) 747-4565, (404) 688-0799. Vice Pres.: Hal Bishop.
 Label(s): (Owned) Meteor, Saturn.
Metro Records, 216 Third Ave. N., Minneapolis, MN, 55401, (612) 338-3833. Fax: (612) 338-4235. Pres.: Doug Brown; A&R Dir.: James Walsh; Staff Producer: Dale Strength; Opns.: Scott Dietsche.
 Label(s): (Owned) Mars, Metro, (Distributed) Black Pearl, Dream House, Natco.
Metropolitan Recording Corp., 900 Passaic Ave., East Newark, NJ, 07029, (201) 483-8080. Fax: (201) 483-0031. Pres.: Jerry R. Salerno; Nat'l Dir., Promos.: Jason McFadden; Dir., Opns.: Marcy M. Salerno.
 Label(s): (Owned) Kaleidoscope, Metropolitan, (Distributed) Empire, TG, Ti Amo, Viper.
 US Reps.: Malvern (NY); Bassin (FL); City Hall (CA).
Metrostar Records, PO Box 5807, Englewood, NJ, 07631, (212) 319-4000. Fax: (212) 688-7476. Gen. Mgr.: Philip Kurnit; A&R: Terry Cashman.
 Label(s): (Owned) Metrostar.
Dick Michaels Productions, 11311 Audelia Rd., #283, Dallas, TX, 75243, (214) 348-4151. Pres.: Dick Michaels.
 Label(s): (Owned) High Rockets, High Sky.
Mickey Records, 550 Balue Ln. SE, Palm Bay, FL, 32909, (407) 723-1741. Pres.: Michael F. Matushin, Sr.
 Label(s): (Owned) Mickey.
Midnight Int'l Records, Inc., PO Box 390, New York, NY, 10011, (212) 675-2768. Fax: (212) 741-7230. Pres./Sales Dir.: J.D. Martignon; Contact: Kevin Dunn.
 Label(s): (Owned) Midnight Int'l.
Milan Entertainment, Inc., 1540 Broadway, 29th Floor, Ste. D, New York, NY, 10036, (212) 762-1086. Fax: (212) 762-1078. Pres./CEO: Emmanuel Chamboredon; COO/Dir. A&R: Toby Pieniek; Dir., Prod. Mgmt.: Jerri Meyer; Dir., Mktg./Promo: John Hudson; Dir. Publicity: Peter Suciu.
 US Reps.: BMG.
 Int'l Reps.: BMG.
Miles Ahead Records, PO Box 35449, Los Angeles, CA, 90035, (310) 281-8599. Pres.: Miles Grayson; A&R: Lermon Horton; Promo: Charles Marcus.
Milestone Music Corp., PO Box 618, Lenox Hill Sta., New York, NY, 10021, (212) 689-0859. Pres.: B. Stone.
Miller & Kreisel Sound Corp., 10391 Jefferson Blvd., Culver City, CA, 90232, (310) 204-2854. Pres.: Ken Kreisel; Exec. Vice Pres.: Charles Back; Nat'l Sales Mgr.: John Arce.
 Label(s): (Owned) RealTime, (Distributed) Perpetua.
Minotaur Records, PO Box 620, Redwood Estates, CA, 95044, (408) 353-1006. Exec. Dir.: Ron Dean Tomich.
 Label(s): (Owned) Minotaur.
 US Reps.: IMPS (NH).
Miramar Productions/Recordings, 200 Second Ave. W., Seattle, WA, 98119, (206) 284-4700. Fax: (206) 286-4433. Exec. Vice Pres.: Sean Gleason; Vice Pres., Sales/Mktg.: Russ Martin; Vice Pres., Special Pcdts: Kipp Kilpatrick; Sales/Mktg. Mgr.: Brendan Rorem.
Mirror Records, Inc., 645 Titus Ave., Rochester, NY, 14617, (716) 544-9928. Pres./Treas./A&R: Armand Schaubroeck; Vice Pres./Sec.: Bruce Schaubroeck; Promo: Candy Melons.
 Label(s): (Owned) Catman, House of Guitars, Mirror.
 US Reps.: Malverne Dist. (NY); Indi Network (OH); Big State Dist. (TX); CRD (CA).
 Int'l Reps.: Cargo Records (Canada); Semaphore Dist. (Europe).
Mish Mash Record Co., PO Box 3477, Ashland, OR, 97520, (503) 482-6578. Fax: (503) 482-7569.
Mister Wonderful Productions, Inc., 1730 Kennedy Rd., Louisville, KY, 40216. Pres.: Ronald C. Lewis; Vice Pres.: Jerry Green; Vice Pres./Pub. Rel. Dir.: Erma J. Bush.
 Label(s): (Owned) Wonderful.
Mobile Fidelity Sound Lab, 105 Morris Ln., Sebastopol, CA, 95472, (707) 829-0134. Fax: (707) 829-3746. Pres.: Herbert A. Belkin; Sr. Vice Pres. Sales: James G. Benz; Vice Pres., Finance: Les Gill.
 Label(s): (Owned) Original Master Recording, Ultradisc.
 Int'l Reps.: Shannock (Canada); In-Akustik (Germany); Top Music (Hong Kong); Sound & Music (Italy); K-Tel (France).
Modern Blues Recordings, PO Box 248, Pearl River, NY, 10965, (914) 735-3944. Fax: (914) 620-1737. Owner: Daniel Jacobovitch.
Modern Voices Entertainment Ltd., 22 Yerk Ave., Ron Kon Koma, NY, 11779, (516) 585-5380. Fax: (516) 585-5380. Pres.: Chris Pati.
Modern World Music, 143 Ave. B, #5A, New York, NY, 10009, (212) 529-5881. Fax: (212) 529-5882. Gen. Mgr., Bus. Affairs: Goran Andersson; A&R, Promos.: Maria Jimenez.
 Label(s): (Owned) Accord, America, Jazz Anthology.
Moller Records, 17176 Grand Ave., Lake Elsinore, CA, 92530, (909) 678-3137. Fax: (619) 586-1701. Exec. Producer: Glenn Moller; Mgr.: Irma Moller; A&R Coord.: Coy Lopez; A&R Dir.: Henry Moller; Int'l Promo: Steve Moller; Mktg./Sales: Irma Moller.
 Label(s): (Owned) Hostalgia, La Casita Musical, Musica Latina.
 US Reps.: Sonic (NY).
 Int'l Reps.: Crown (Japan).
Moment Records, 237 Crescent Rd., San Anselmo, CA, 94960, (415) 459-6994. Fax: (415) 459-7742. Pres.: Zakir Hussain; Vice Pres.: Antonia Minnecola; Dir. of Sales/Mktg.: Anthony Hindson.
 Label(s): (Owned) Moment.
Monitor Recordings, Inc., 10 Fiske Pl., Mount Vernon, NY, 10550, (914) 667-2020. Fax: (914) 667-2072. Pres., A&R: Michael Stillman; Sales/Mktg. Vice Pres.: Rose N. Rubin.

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- Label(s): (Owned) Monitor Collectors Series, Monitor Music of the World.
- Monkey Hill Records**, 804 Spain St., New Orleans, LA, 70117, (504) 944-4776. Fax: (504) 944-7053. COO: Frank Quintini; Pres.: Tripp Friedler; Promo. Dir.: Tony Poulos; Contact: Jim Ford.
- US Reps.: Ichiban (GA).
- Int'l Reps.: New Rose/FNAC, Trans/Vogue BMG (France); Hypnotic/A&M (Canada).
- Monster Music**, 274 Wattis Way, South San Francisco, CA, 94080, (415) 871-5650. Fax: (415) 871-6592. Pres.: Noel Lee; Gen. Mgr.: Thad Wharton.
- US Reps.: City Hall, Chiang Just (CA); Twinbrook (NY); Rock Bottom (FL).
- Montuno Records**, 1470 Broadway, BMT Subway Mezzanine, New York, NY, 10036, (212) 840-0580. Fax: (212) 768-3074. Pres.: Jesse Moskowitz.
- Label(s): (Owned) Montuno, Rotel.
- Moon/Moon Records Phase III**, 3333 Scenic Hwy., Memphis, TN, 38128, (901) 386-8102. Fax: (901) 385-8858. Owner: Dana Jackson; Pres.: Cordell Jackson; Vice Pres.: Janice Jackson.
- Label(s): (Owned) Moon, Moon Phase II.
- US Reps.: Venus (NY).
- Moonfood Records**, PO Box 1109, Astor Station, Boston, MA, 02123, (617) 266-1400. Fax: (617) 247-6878. Dir.: John Voigt.
- Label(s): (Owned) Moonfood.
- US Reps.: Northcountry (NY).
- Int'l Reps.: Marginal Dist. (Canada), Karbon (Switzerland).
- Moonstone Records**, 3030 Andrita St., Los Angeles, CA, 90065, (213) 341-5959. Fax: (213) 341-5960. Pres.: Pat Siciliano; Vice Pres./Sales: Dean E. Schachtel; Publicity: Keely Dietrick; A&R/College Radio: Bill Smith.
- Moose School, Inc.**, PO Box 960, Topanga, CA, 90290, (310) 455-2318, (800) 676-5480. Fax: (310) 455-4192. CEO: Peter Alsop; Bus. Mgr.: Chris Fletcher; Inv/Sales Mgr.: Cory Thompson.
- Label(s): (Owned) Moose School.
- US Reps.: Music for Little People (CA); Silo (VT); Music Design (WI); Baker & Taylor (IL); Creative Education (MI); Community Intervention (MN).
- Morgan Creek Records**, 4000 Warner Blvd., Bldg. 76, Burbank, CA, 91522, (818) 954-4800. Fax: (818) 954-4770. Vice Pres.: Mark Berger; Mgr., A&R Admin.: Michael Lanahan.
- Label(s): (Owned) Morgan Creek Music Group.
- US Reps.: PGD (NY).
- Mosaic Records, Inc.**, 35 Melrose Pl., Stamford, CT, 06902, (203) 327-7111. Fax: (203) 323-3526. Co-Chrmn.: Pres.: Charlie Lourie; Co-Chrmn.: Michael Cuscuna.
- Label(s): (Owned) Mosaic, Mosaic Editions, Mosaic Images, True Blue Music.
- Mosrite Records**, 2813 Azalea Pl., Nashville, TN, 37204, (615) 292-2047. Fax: (615) 386-9169. Pres./A&R: Andy Moseley; Vice Pres./A&R: Mark Moseley.
- Label(s): (Owned) Gospel Encounters, Marand, Mosrite.
- Mother Records**, 5159 Wheelers Dr., Ste. 10, Memphis, TN, 38117, (901) 683-1933. Fax: (901) 767-0060. Pres.: Celia McRee; Mktg. Mgr.: Ginger Tate; Promos. Mgr.: Lisa Ian.
- Motown Record Co., L.P.**, 6255 W. Sunset Blvd., Los Angeles, CA, 90028, (213) 468-3500. Fax: (213) 466-5584. CEO/Pres.: Jheryl Busby; Chrmn.: Clarence Avant; Exec. Vice Pres.: Gen. Mgr. Oscar Fields.
- Label(s): (Owned) Biv 10, Madsounds, MoJazz, Motown, (Distributed) Ill Town.
- Moulin D'Or Recordings**, 1148 W. Pioneer Pkwy., Ste. E, Arlington, TX, 76013, (817) 795-3177. Fax: (817) 795-3078. Pres./Vice Pres.: Dori & Bob Nichols; Sales/Mktg. Dir., A&R: Julie Tew; A-Train Mgmt. Int'l: Steve Weber.
- US Reps.: Navarre Corp., Mill City Music (MN); Lifedance Dist. (OR); Silo Inc. (VT); Music Design (WI); Real to Reel (CA); Regina Musical Co. (TX).
- Int'l Reps.: Midsummer Music Co. Inc. (Canada).
- Mountain Ghost Music**, 1130 Everitt Memorial Hwy., Mount Shasta, CA, 96067, (916) 926-2197. Pres.: Rick Johnson.
- Mountain Int'l Records**, 10 Luanite Ln., Newport News, VA, 23606, (804) 930-1814. Pres.: Doc Holiday.
- Label(s): (Owned) Everlasting Int'l, Mega Int'l, Tug Boat Int'l.
- Mountain Productions**, 840 E. Walnut St., Carson, CA, 90746, (310) 327-3180. Pres.: Allen Schor; Vice Pres., Sales: Jeff Schor.
- Multi-Sound Records, Inc.**, 150-34 14th Ave., Whitestone, NY, 11357, (718) 767-4452. Fax: (718) 767-4672. CEO: Dave Weiner; Vice Pres. Opns.: Joe Salvatto; A&R Mgr.: Sann Sanders.
- Label(s): (Owned) Altered, Multi-Sound, Nitro.
- Multilingua, Inc.**, 575 Madison Ave., New York, NY, 10022, (212) 754-3366. Fax: (212) 754-4216. Pres.: Susanne Tarter Kopelman; Contact: Manuel E. Kopelman.
- Label(s): (Owned) Multilingua.
- Int'l Reps.: Isis Publishing (UK).
- Multinational Music Group Corp.**, 745 East 31st St., Dept. LM, New York, NY, 11210, (212) 465-2666. Fax: (212) 724-9970. Chrmn./CEO: Dwayne Haywood; Exec. Vice Pres., Custom Label Grp.: Bob Goldberg; Sr. Vice Pres., Business Affairs: David Alexander; Vice Pres., Music Sales: Steve Rabinowitz.
- Mundo Records**, 551 Carroll Ave., San Antonio, TX, 78225, (210) 924-0037. Owner/Operator: Heliberto Eddie Aleman.
- Mundo Records**, 6221 NW 179th Terr., Hialeah, FL, 33015, (305) 828-2150. Fax: (305) 823-4491. Pres./Gen. Mgr.: Francisco Nina; Vice Pres./Int'l Dept.: Rosa Nunez; Promo.: Milagros Liriano.
- Label(s): (Owned) Guitarra, Mundo.
- US Reps.: Discomundo (Dominican Rep.).
- Muscle Shoals Sound Studios**, 1000 Alabama Ave., Sheffield, AL, 35660, (205) 381-2060. Fax: (205) 381-6813. Studio Mgr./Prod.: Roger Hawkins; Exec. Asst.: Suzanne Harris; Tech/Eng.: Kent Bruce.
- Muse Records (Div. of Blanchrich, Inc.)**, 160 W. 71, New York, NY, 10023. Pres.: Joe Fields; Sales Mgr.: Barney Fields; Promo.: Jude Lyons.
- Label(s): (Owned) Landmark, Trix.
- Music And Arts Programs of America, Inc.**, PO Box 771, Berkeley, CA, 94701, (510) 525-4583. Fax: (510) 524-2111. Pres./Sec.: Frederick J. Maroth; Vice Pres.: Dr. Douglas Giancoli; Treasurer: Yvonne Kanis.
- Label(s): (Owned) Audax, Music and Arts.
- Music Craftshop/Sound Waves Records**, 1012 18th Ave. S., Nashville, TN, 37212, (615) 327-7988. Fax: (615) 321-0464. Pres.: David N. Gibson.
- Label(s): (Owned) Devil Wind, Phase II, Phono.
- Music, Incorporated**, 1012 17th Ave. S., Nashville, TN, 37212, (615) 327-4369. Fax: (615) 321-3863. Owner/Pres.: Cecil Scaife.
- Label(s): (Owned) Classic Christmas, Gospel Time, Halo, Songs of Faith.
- Music For Little People**, 1144 Redway Dr., Redway, CA, 95560, (707) 923-3991. Fax: (707) 923-3241. Pres.: Leib Ostrow; Vice Pres. Sales: Stuart Schonfield; Exec. Vice Pres.: Jimmy Durchslag.
- Label(s): (Owned) Earth Beat, Music For Little People, (Distributed) Disney, Polygram, Rounder, Sony.
- Music Masters Jazz & Classics**, 1710 Hwy. 35, Ocean, NJ, 07712, (908) 531-3375. Fax: (908) 531-9586. Pres.: Jeffrey Nissim.
- Label(s): (Distributed) Hardticket Entertainment.
- The Music Plaza**, 135 Fairmont Ln., Pearl, MS, 39208, (601) 932-5886. Pres.: Jessie Renfro; Promos: Mitzi Mason; Sec.: Mary Debusk.
- Office(s): 135 Fairmont Ln., Pearl, MS, 39208, (601) 932-5886, Pres.: Jessie Renfro.
- Label(s): (Owned) Ancy Music, Norman Records, Streetbeat Records.
- US Reps.: City Hall (CA); Jerry Bassin Dist., (FL); Rounder Dist. (MA); Select-O-Hits (TN).
- Music Workx Records of America**, 50 East St., Ste. 9, Boston, MA, 02122, (617) 282-6988. Pres./CEO: Cassandra S. Cooper; Exec. Vice Pres.: Betty Cooper; Vice Pres. A&R: Wayne Bresnehan.
- Label(s): (Owned) America, MWR.
- Music of the World Ltd.**, PO Box 3620, Chapel Hill, NC, 27515, (919) 932-9600. Fax: (919) 932-9700. Pres./Producer: Bob Haddad; Vice Pres./Assoc. Dir.: Martha Lorantos; Office Mgr.: Nancy Semin.
- Label(s): (Owned) Music Of The World.
- US Reps.: The REP Co. (MN); Silo (VT); Music Design (WI); Zango (OR).
- Int'l Reps.: Art Vivant (Japan); CM Dist., Sterns (U.K.); Extraplate (Austria); Karonte Dist. (Spain); Gramophone Heeb (Switzerland); I.M.A. (Singapore); I.R.D. (Italy); Music & Words (Belux); Musikdistribusjon (Norway); M.R.A. (Australia); Night & Day (France).
- Musica Festival Records**, Apartado 20195, Rio Piedras, PR, 00928, (809) 759-8001. Fax: (809) 759-6101. Pres.: Jose Nogueiras; Asst. Prodn.: Carlos G. Lee Nogueiras.
- Musica Femina Flute-Guitar Duo**, 1718 SE 42nd Ave., Portland, OR, 97215, (503) 233-1206. Sole Proprietor/Artist: Kristan Aspen; Artist: Janna MacAuslan.
- Label(s): (Owned) Lilac.
- US Reps.: Goldenrod Dist. (MI); Ladyslipper, Inc. (NC).
- Musical Heritage Society**, 1710 Hwy. 35, Ocean, NJ, 07712, (908) 531-7000. Fax: (908) 531-9686. Pres.: Albert Nissim; Exec. Vice Pres.: Jeffrey Nissim.
- Musical Productions, Inc.**, 1472 NW 78th Ave., Miami, FL, 33126, (305) 592-4834. Fax: (305) 592-4828. Pres.: Antonio Moreno; Vice Pres.: Julia Moreno; Head Promos: Edith Vazquez; Gen. Mgr.: Pedro Hervey.
- Office(s): 312 De Diego Ave., Ste. 203, Santurce, PR, 00909; 658 Tenth Ave., New York, NY, 10036; 7330 San Pedro, Ste. 328, San Pedro Plz., San Antonio, TX, 78216; 3580 Wilshire Blvd., Ste. 1705C, Los Angeles, CA, 90010.
- Label(s): (Owned) MP, (Distributed) FM, NRT.
- MusiCrafters, Inc.**, PO Box 595, Montgomeryville, PA, 18936, (215) 368-8863. Fax: (215) 368-7488. Pres./Creative Dir.: Lou deLise; Vice Pres./Mktg.: Elena Marino.
- Musikus Productions, Inc.**, 5 The Circle, New Rochelle, NY, 10801, (914) 633-2506. Fax: (914) 576-9136. Pres.: Hugh Berberich.
- Label(s): (Owned) Musikus.
- Must Rock Productions (c/o Jacobson & Colfin, P.C.)**, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Ivan Rodriguez; Vice Pres. A&R: Jeffrey E. Jacobson.
- Label(s): (Owned) D J Doc.
- Mystery Music, Inc.**, 2520 Cedar Elm, Plano, TX, 75075, (214) 867-6656. Fax: (214) 867-6657. Pres.: Michael M. Murphy; Vice Pres.: P.L. Murphy.
- Mystic Records, Inc.**, 333 Via Vera Cruz, San Marcos, CA, 92069, (619) 945-2412. Fax: (619) 630-1066. Owner: Doug Moody.
- Label(s): (Owned) Clock, Hollywood Maxy Wax, Mystic, Mystic CD, Mystic Cassettes, Super Seven Seven Inch, Thrash, (Distributed) Mary Ann CD, Mary Ann Tapes.
- US Reps.: Doug Moody Prodn. (CA).
- N.A.M.E. Brand Records**, 2218 Rosewood Ave., Richmond, VA, 23220, (804) 355-3586. Fax: (804) 355-7240. Pres.: J. Plunky Branch; Vice Pres.: P. Muzi Branch; Gen. Mgr.: Khari Branch.
- Label(s): (Distributed) BlackFire.
- NPG Records**, 7801 Audubon Rd., Chanhassen, MN, 55317, (612) 474-8555. Fax: (612) 474-6328. Pres.: Levi Seacer, Jr.; Dir., Opns.: Juli Knapp-Winge.
- NSD Records**, 1012 18th Ave. S., Nashville, TN, 37212, (615) 327-7988. Fax: (615) 321-0464. Pres.: David Gibson.
- Label(s): (Owned) Phono, Soundwaves.
- N S R Sound Recordings**, PO Box 120783, Nashville, TN, 37212, (615) 297-7483. Fax: (615) 297-7483. Co-Founder, NSR: Lou Ann Bardash; Int'l: John Milkwood; Mktg.: Doris Calvert; Art Dir.: Jo Montgomery.
- US Reps.: Select-O-Hits, United Record (TN); Tower (CA).
- Int'l Reps.: I.R.D. (Italy); Mushroom (Australia); Road House (Norway).
- NYC Records, Inc.**, 275 W. Tenth St., New York, NY, 10014, (212) 627-9426. Fax: (212) 787-8438. Pres.: Mike Mainieri; Vice Pres./CFO: Steve White.
- Napu Records Int'l**, 231 Hessler Pl., Agana, GU, 96910, (671) 646-7764, (671) 646-7761. Fax: (671) 649-7763. Pres./CEO: Jimmy Dee; Vice Pres.: Jackie Flores; Gen. Mgr./Vice Pres. A&R: Joleen Flores.
- Label(s): (Owned) Napu.
- Narada Productions, Inc./Narada Media**, 4650 N. Port Washington Rd., Milwaukee, WI, 53212, (414) 961-8350. Fax: (414) 961-8351. Pres.: John Morey; Mng. Partner-Narada Media: Wesley Van Linda; Dir., Mktg.: Diane Almond; Dir., European Sales/Mktg.: Jaap Holtingh.
- Office(s): Jacobus Pennweg 2, Hilversum, 1217 JH, The Netherlands, (313) 523-8462. Fax: (313) 524-2090. Dir., European Sales/Mktg.: Jaap Holtingh.
- Label(s): (Owned) Narada Artist Series, Narada Cinema, Narada Collection Series, Narada Equinox, Narada Lotus, Narada Mystique.
- US Reps.: UNI Dist. (CA).
- Nashville Country Productions**, 306 Millwood Dr., Nashville, TN, 37217, (615) 366-9999. Pres.: Jack Lynch; Producer: Col. J.D. Lynch; Singer/Musician/Writer: Charlie Sizemore.
- Label(s): (Owned) Jalyn, Nashville Bluegrass, Nashville Country.
- Nastymix Records**, 4616 47th Ave. S., Seattle, WA, 98118, (206) 292-8772. Fax: (206) 292-8727. Pres.: Ed Locke; Vice Pres. Sales/Mktg.: Bernie Horowitz; Vice Pres. Nat'l Promos.: Ramon Wells; Dir., Nat'l Radio Promo.: Nes Rodriguez; Mktg./Pub. Rel. Mgr.: Harry Akaki.
- Int'l Reps.: Festival (Australia); A & M (Canada); BCM (Germany); Oct Arts (Philippines).
- Nathalie Records**, 3919 Bergen Line Ave., Union City, NJ, 07087, (201) 865-4757. Fax: (201) 865-4425. Pres.: Jorge A. Lopez; Sales/Promo.: Amparo Lloyd.
- Naxos of America, Inc.**, 1165 Markress Rd., Ste. E & F, Cherry Hill, NJ, 08003, (609) 751-4744. Fax: (609) 751-7721. Pres.: Douglas B. King; Vice Pres., Sales: Henry Moyer; Gen. Mgr.: Mark J. Miller; Opns. Admin.: Joan F. Miller.
- Label(s): (Owned) Naxos, (Distributed) Decapo, Donau, Lydian, Marco Polo, White Cloud, Yellow River.
- Nesak Int'l**, 460 Rigedale Ave., East Hanover, NJ, 07936, (201) 386-5670. Fax: (201) 386-5679. Pres.: Martin Kasen; Gen. Mgr.: Gail Kenney.
- Label(s): (Owned) Kado, Nesak.
- Neurodisc Records**, 3540 S. State Rd. #7, Ste. 201, Miramar, FL, 33023, (305) 963-0555. Fax: (305) 964-1117. Mktg./Promo.: John Wia; A&R: Thomas O'Keefe.
- Label(s): (Owned) Pound.
- New Albion Records**, 584 Castro St. #515, San Francisco, CA, 94114, (415) 621-5757. Fax: (415) 621-4711. Pres.: Foster Reed; Sales/Promo.: Michael Wilpizeski; Royalties Admin.: Martha Chesley.
- New Trix Records, Inc.**, Cottekill Rd., Cottekill, NY, 12419, (914) 687-9573. Pres.: Peter B. Lowry; Vice Pres.: Robbie Casey.
- Label(s): (Owned) New Trix, Old Dog.
- New World Presents**, 6290 W. Sunset Blvd., Ste. 625, Hollywood, CA, 90028, (213) 871-8644. Contact: Kiko Vargas, Jr.
- New World Records — Recorded Anthology of American Music Inc.**, 701 Seventh Ave., 7th Floor, New York, NY, 10036, (212) 302-0460. Fax: (212) 944-1922. Pres.: Herman Krawitz; Managing Dir.: Paul Marotta; Dir. A&R: Howard Klein.
- Newport Classic Ltd.**, 106 Putnam St., Providence, RI, 02909, (401) 421-8143. Fax: (401) 421-8154. Pres.: Lawrence J. Kramen; Vice Pres.: Shelley Kramen; Vice Pres. A&R: Jackson Braider.
- Label(s): (Owned) Newport Classic, Newport Classic Auracle, Newport Classic Premier.
- Next Plateau Records, Inc.**, 1650 Broadway, Ste. 1103, New York, NY, 10019, (212) 541-7640. Fax: (212) 315-0286. Pres.: Eddie O'Loughlin; Exec. Vice Pres./Gen. Mgr.: Jenniene Leclercq; Vice Pres. Opns.: Dale Roadcap; Comptroller: Michael Healy; Sales/Prodn. Mgr.: Judy Herman; Promo Mgr.: Heidi Spiegel.
- Label(s): (Owned) Next Plateau, (Distributed) Soundcheck.
- US Reps.: Accoc. Distributors (AZ); CRD (CA); JFL Distributors (FL); Music Craft (HI); M.S. Distributors (IL); Frankie's Music (LA); Schwartz Brothers (MD); Malverne Distributors (NY); Select-O-Hits (TN); Music Craft Distributors (NJ).

Joseph Nicoletti Music Co., PO Box 2818, Newport Beach, CA, 92659, (714) 494-0181. Fax: (714) 494-0982. Pres.: Joseph Nicoletti; A&R: Eliza Lorenzo; Promo: Herb Franklyn; Australia: David Catford; United Kingdom: Alan Whitfield; Spain: Maro Spanno.
Label(s): (Owned) California Int'l, Creative Network, Inc., Global Village Music Co.
Int'l Reps.: Creative Network (Australia); A. Whitfield (UK).
Nighthawk Records, 12643 Redcoat, Saint Louis, MO, 63043, (314) 576-1569. Fax: (314) 576-6960. Dir./Pres.: Robert Schoenfeld; Vice Pres. A&R/Creative Dir.: Leroy Pierson; Promo. Dir.: Tammy Edmondson.
US Reps.: Chin-Randy's, Vice Pres. Records (NY); Encore (CO); Titus, Oaks (CT); House (KS); Landmark (IL); Old Fogey, Tant Ents. (MI); Richman Bros. (NJ); RAS (MD); Silo (VT); Music Craft Dist. (HI).
Int'l Reps.: Amigo Musik (Sweden); Day & Night, Kanderama, Melodie (France); DownBeat, Fotofon, Garageland, Irie Records (Germany); Fat Shadow, Jet Star Phonographics, Topic Records (England); Groovy Music, Munich Records, Semaphore (The Netherlands); Int'l Record Dist. (Italy).
Nightstar Records, Inc., 35 Old Castle Rd., Yarmouthport, MA, 02675, (508) 362-3601. Fax: (508) 398-2866. Mktg. Mgr.: Sarah White; Vice Pres. Label: Daniel Reid.
Label(s): (Owned) Nightstar.
US Reps.: Select-O-Hits (TN); Rock Bottom (FL); Associated (AZ); New Leaf (GA); Music N/H (NH).
Nimbus Records, Rt. 1, Box 150, Ruckersville, VA, 22968, (804) 985-8555. Fax: (804) 985-3953. Vice Pres.: Peter Elliott; A&R Dir.: Adrian Farmer, Pdct. Mgr.: Ralph Graves; Nat'l Sales Rep.: Phil Melita.
Nise Productions, Inc., 413 Cooper St., Camden, NJ, 08102, (609) 963-6400. Fax: (609) 964-3291. Controller: Frank Nise; Pres.: Michael Nise.
Label(s): (Owned) Power Up.
Nite Records, 8287 Grand View Dr., Los Angeles, CA, 90046, (213) 650-2233. Fax: (213) 650-1100. Pres.: Randy K. Nite; Vice Pres., Mktg.: Karen Fryklund; A&R Dir.: Edith Kiss; A&R: Noel Gray.
Label(s): (Owned) Nite.
No-Bull Records, PO Box 21118, Castro Valley, CA, 94546, (510) 254-2216. Fax: (510) 254-2213. CEO: Thomas Wiggins; Vice Pres. (Elite): Dr. John Guyton.
Label(s): (Owned) Elite, Nineveh, No-Bull, Persepolis.
US Reps.: Memo (CA).
No Loose Change Music, 70 Carmine St., #2F, New York, NY, 10014, (212) 741-3968. Fax: 212 929-4380. Managing Dir.: Dennis Morouse.
Northcott Productions Ltd., 594 Broadway Bldg., Ste. 1011, New York, NY, 10012, (212) 343-2660. Fax: (212) 343-2753. Pres.: Silvio Tancredi; Vice Pres.: Tommy Musto; Artist Mgmt./Devel.: Money Penny; Sales: Drew Sadler.
Label(s): (Owned) Experimental, Fourth Floor, Suburban, Unclassified, (Distributed) Atlas, Cherri Trax, Class-X, Henry Street, Mentality.
US Reps.: WATTS, Unique, Silent, Kintessu.
Northeastern Records, PO Box 3589, Saxonville, MA, 01701, (508) 820-4440. Fax: (508) 820-7769. Pres.: L.E. Joiner; Promos. Mgr.: Julie Stoller.
Label(s): (Owned) Northeastern, (Distributed) Blue Button, Dog In A Sub, Lincoln.
Novaver Records, 530 Broadway, New York, NY, 10012, (212) 343-0799. Fax: (212) 343-0899. Pres.: Jamie Biddle; Vice Pres., A&R: Rob Holt; Nat'l Dir., Promo: Biff Kennedy; Nat'l Dir., Sales: Jay Perloff.
Nu-Kountry Records, 56 Ravenscroft Dr., Asheville, NC, 28801, (704) 254-8000. Contacts: Ron Weathers, Eddie Swann.
Nubian Records, 7120 Natural Bridge Rd., Saint Louis, MO, 63121, (314) 389-9900. Owner: Ralph David Atchison III; Co-Owner/Mgr.: Vicki Marie Wooten.
Label(s): (Distributed) BMG, Big Beat, ILS, JP/Tan Yah, Luke, Mojaz, RapALot, Scotti Bro., UNI, Warner.
Nucleus Records, PO Box 111, Sea Bright, NJ, 07760, (201) 823-8718. Pres.: Robert N. Bowden; Vice Pres.: Gloria Bowden.
Label(s): (Owned) Nucleus.

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Oakridge Recording Service, 2001 Elton Rd., Fort Worth/Haltom City, TX, 76117, (817) 838-8001. Pres.: Homer L. Sewell; Sec.: Eloise A. Sewell.
Label(s): (Owned) Crossfire, Oakridge.
Observer Records, 156 Fifth Ave., Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Winston "Ninety" Holness; A&R: Bruce E. Coffin.
Off-Beat Records, Inc., 360 Cold Spring Ave., West Springfield, MA, 01089, (413) 781-2208, (800) 395-2328. Fax: (413) 781-2057. CEO/Pres./A&R: Barry G. Clark; Vice Pres./Mgr./A&R: Steven D. Schwachter; Admin. Asst./Promo/Pub.: Colleen Gallant.
US Reps.: Caroline Records Dist. (NY, CA); AEC Music Dist. (CT).
Oh Boy Records/Blue Plate Music, 33 Music Sq. W., Ste. 102-A, Nashville, TN, 37203, (615) 742-1250. Fax: (615) 742-1360. Pres.: Al Bunetta; Vice Pres.: Dan Einstein.
Label(s): (Owned) Blue Plate, Oh Boy, Red Pajamas.
Okapi Records, PO Box 1492, Boulder Creek, CA, 95006, (408) 338-4719. Owner: Linda Pruitt.
Okie Acres Music G, 2609 Westwood Dr., Nashville, TN, 37204, (615) 383-2435. Fax: (615) 228-3856. Owners: Lonnie

Ratliff, Craig Stahl.
Label(s): (Owned) Black Crow Records, Roadkill Records, Westwood Records.
Old Homestead Records/Rutabaga Records, PO Box 100, Brighton, MI, 48116, (313) 227-1997. Pres.: John Morris; Exec. Asst.: Wilma Gray.
Label(s): (Owned) Broadway Intermission, Old Homestead, Rutabaga.
Old School Records, 179 Prospect Ave., Wood Dale, IL, 60191, (708) 616-5471. Fax: (708) 729-0431. Pres.: Peter J. Gianakopoulos; A&R Dir.: Samuel T. Sosa; Art Dir.: Virginia A. Gaura.
US Reps.: TCI (MN).
Olivia Records, Inc., 4403 Market St., San Francisco, CA, 94608, (510) 655-0364. Fax: (510) 655-4334. Pres.: Judy Diagacz; A&R/Mktg.: Tirana Arruda.
Label(s): (Owned) Olivia, Second Wave.
US Reps.: Goldenrod (MI); Ladyslipper (NC); Dist. North America (NC); Manhattan Muse (NY); Zango Dist. (OR); Encore Dist. (CO).
Int'l Reps.: Lavender Music (Australia); Festival Dist. (Canada); WRPM (UK).
Olympus Records, Inc., 1559 W. Fifth St., Brooklyn, NY, 11204, (718) 837-7335. Pres.: Steve Camhi; Vice Pres.: Joe Badlotto, Victor Carew.
Omega Record Group, Inc., 27 W. 72nd St., New York, NY, 10023, (212) 769-3060. Fax: (212) 769-3195. Pres.: Seymour Solomon; Sales Mgr.: Duane Martuge; Controller: Marvin Glenier; Opns. Mgr./Pub. Rel.: Frank Burton.
Label(s): (Owned) Bach Guild Historical Anthology, Everyman Classics, Omega Classics, Vanguard Classics, (Distributed) Everest Ultra Analog Classics, Musica Oscura.
US Reps.: Koch Int'l (NY).
Int'l Reps.: Trend Music Group (Canada); King Record (Japan); Oasis (Korea).
Omni Records, Inc., PO Box 917, Bala Cynwyd, PA, 19004, (610) 828-7030. Pres.: Steve Bernstein.
Label(s): (Owned) WMOT.
On The Rise Records, Inc., PO Box 960295, Inwood, NY, 11696, (718) 868-4781. Fax: (718) 868-4781. Pres.: Stephen Mears; Vice Pres.: Sarah Mears.
109 Records, Inc., 3 Hanover Sq., Ste. 5B, New York, NY, 10004, (212) 363-3105. Fax: (212) 363-3105. Pres.: Steven Jay Gabe; Vice Pres., A&R: Dominique.
Label(s): (Owned) OPM, 109.
US Reps.: Caroline Records, Dutch East India Trading (NY).
Int'l Reps.: Semaphore (The Netherlands).
One Step to Happiness Music (c/o Jacobson & Colfin), 156 Fifth Ave., New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Andrew Tosh; A&R: Bruce Colfin.
Open Sky Records, 10735 Vernon, Huntington Woods, MI, 48070, (810) 546-7558. Fax: (810) 544-0443. Pres.: Martin Scot Kosins; Chief Engineer: Danny Dallas; Vice Pres., A&R: Joyce Jerow.
Label(s): (Owned) Nightingale, Open Sky.
The Orange Record Co., Inc., 2166 W. Broadway, Ste. 119, Anaheim, CA, 92804, (714) 639-2111. Vice Pres., A&R: Harold Shmouquet; Assoc. Dir., A&R (SWAK): Tracy Sands.
Label(s): (Owned) Beat, Orange, Phuktup, Swak.
Orange Records, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: David Peel; Vice Pres. A&R: Jeffrey E. Jacobson; Counsel: Bruce Colfin.
Label(s): (Owned) Orange, RLF.
Orbit Records, PO Box 120675, Nashville, TN, 37212, (615) 255-1068. Pres.: Ray McGinnis.
Label(s): (Owned) Orbit.
Order Records, 441 E. Belvedere Ave., Baltimore, MD, 21212, (410) 435-0993. Fax: (410) 435-3513. Pres.: Jeff Order; Gen. Partner: Joyce Klein.
The Organ Literature Foundation, 45 Norfolk Rd., Braintree, MA, 02184, (617) 848-1388. Pres.: Henry Karl Baker.
Label(s): (Owned) Doric, (Distributed) Festivo, Gallo, Grosvenor, Motette, Piccadilly, Prezioso, Sinus, Sovereign, Sterdale.
Origin Jazz Library, 330 California, Ste. 302, Santa Monica, CA, 90403, (209) 683-4795. Owner: Bill Givens.
Label(s): (Owned) BX, Origin Jazz Library, (Distributed) Golden Era, Sunbeam Soundtrack, Testament, Texas Rose.
US Reps.: City Hall (CA); Rounder (MA).
Original Cast Records, PO Box 496, Georgetown, CT, 06829, (203) 544-8288. Owner: Bruce Yeko; Vice Pres.: Jennifer Yeko.
Label(s): (Owned) Original Cast, (Distributed) Broadway Baby, Film Score, Take Home Tunes.
Original Sound Records, 7120 Sunset Blvd., Hollywood, CA, 90046, (213) 851-2500. Fax: (213) 851-8162. Pres.: Art Laboe; Exec. Vice Pres.: Paul Leo Politi; Nat'l Sales: Nanette Leone.
Label(s): (Owned) Original Sound, (Distributed) Now, Starla.
Orinda Records, PO Box 838, Orinda, CA, 94563, (510) 833-7000. Fax: (510) 829-0734. Chrmn., The Board: Michael Robert Phillips; A&R Dir.: Harry Balk.
Label(s): (Owned) Orinda.
Outstanding Records, 7072 Blue Sails Dr., Huntington Beach, CA, 92647, (714) 842-8635. Owner: Earl Beecher.
Label(s): (Owned) Morhythm, Outstanding.
US Reps.: Abbey Road (CA).
Overture Records, 23309 Beck Rd., Novi, MI, 48374, (810) 349-0115. Fax: (810) 349-9140. Pres.: Scott Santos; Vice Pres.: Laury Ruby; A&R: Richard Ruby; Press/Promos.: Stephanie Klein.
Label(s): (Owned) Overture.

Oxymoron P & D, Inc., PO Box 3366, Lynwood, WA, 98046, (206) 349-1203. Fax: (206) 349-1166. Pres.: C.F. Klammer; Vice Pres.: Doug Lexa; Vice Pres.: Dave Love.
Ozark Opry Records, PO Box 242, Osage Beach, MO, 65065, (314) 348-3383. Pres.: Joyce Mace; Chief Engineer: Jim Phinney.
Label(s): (Owned) K.R.C.

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PDS Communications, Inc., PO Box 412477, Kansas City, MO, 64141, (800) 473-7550, (816) 523-5100. Fax: (816) 523-5131. Pres./CEO: Pete Shivers; Vice Pres. A&R/Gen. Mgr.: Derrick Peters; Dir. Sales/Mktg.: Will Shaw; Mgr./A&R: Lloyd Stewart.
Label(s): (Owned) PDS, Universal Jazz, (Distributed) ADJ's House, PDS Associated, Paradigm, Pryme Tyme.
P.M. Records, Inc., 176 Irving Pl., Basking Ridge, NJ, 07920, (908) 604-6275. Fax: (908) 604-6298. Pres.: Gene A. Perla.
Label(s): (Owned) P.M., Plug.
Painted Smiles Records, 74-09 37th Ave., Ste. 420, Jackson Heights, NY, 11372, (718) 898-6964. Pres.: Ben Bagley.
Pair Records, 560 Sylvan Ave., Englewood Cliffs, NJ, 07632, (201) 894-8700. Fax: (201) 894-8630. Sales/Mktg./Essex Ent.: Ted Wolff; Mng. Partners/Proj. 3: Sam Goff, Richard Greener; Nat'l Dir. Sales/Mktg.: Martin Basart; Gen. Mgr./Vox Music: Irwin Katz.
Label(s): (Owned) Allegretto, Buddah, Essex, Family Classics, JCI, Maestro, Music Masters Series, Musique d'Or, Pair, Project 3, Special Music Co., Special Music Co., Stradivari, Takoma, Vox, Vox Box, Vox/Cameo, Vox Cameo Classics, Vox Legends, Vox 90s, Vox/Hornabout, Vox Unique, (Distributed) CEMA Special Products, Camden, Four Star, Hob, Iliad/Odyssey, Kem Disc, PolyGram Special Products.
Palomar Records, PO Box 1233, Santa Monica, CA, 90406, Pres.: Bobby Manrique; A&R: Chris Manrique.
Pandisc Music Corp., 843 Washington Ave., Miami Beach, FL, 33139, (305) 538-4880. Fax: (305) 538-9187. Pres.: Bo Crane; Dir. Finance: Gail Porter; Dir., Crossover Promo.: Kara Sue Strulowitz.
Label(s): (Owned) Jamar, Oopsl!, Pandisc, (Distributed) Breakaway, Cut-It-Up, Cut-It-Up Def, Tropical Wave.
Pandora/Synthe Records, PO Box 2281, Westover, WV, 26505, Pres.: Gilbert Trythall.
Label(s): (Owned) Synthe.
Panini Records, Inc., PO Box 381, Hana, HI, 96713, (808) 248-8229. Fax: (808) 248-8029. Pres.: Steven O. Siegfried.
Label(s): (Owned) Panini.
US Reps.: Private Music (CA).
Int'l Reps.: Demon Records (U.K.).
Pantera Group Enterprises, 940 Lincoln Rd., Ste. 201, Miami Beach, FL, 33139, Pres.: Ismael Garcia; Exec. Asst.: Gladys Perez; Producer: Rique Alonso.
Paradisc Records/BMG, Mercantile Plaza Bldg., Ste. 516, Hato Rey, PR, 00918, (809) 759-8925. Fax: (809) 759-7715. Gen. Mgr.: Frank Torres; Asst. Mgr.: Omayra Torres; Sales: Eddie Fajardo; Promo.: Luis E. Gonzalez.
Label(s): (Owned) Paradisc.
US Reps.: BMG U.S./Latin.
Paradise Lost Records, PO Box 710726, Houston, TX, 77271, (713) 575-0810. Fax: (713) 575-0915. Pres.: Darryl J. Menkin; Artist/Media Rel.: Anne M. Armogida; Mktg./Promo.: Paula Raif.
Label(s): (Owned) Sound Virus, T Bone Records.
Int'l Reps.: Semaphore (Holland); Overdrive (Japan).
Paris Records, PO Box 2250, Canoga Park, CA, 91306, (818) 883-8224. Owner: Jeff Gordon; Vice Pres./A&R Dir.: Champ Gordon; A&R: Barney Gordon.
Parrot Fish Records, #2 Store Tvaer Gade, Saint Thomas, VI, 00801, (809) 776-4514. Fax: (809) 776-4514. Pres.: Larry Braga.
Label(s): (Distributed) Gutu Music.
Pathways of Sound, Inc., 6 Craigie Cir., Cambridge, MA, 02138, (617) 354-6190. Pres.: Joe Berk; Mktg. Dir.: D.C. Littlefield.
Label(s): (Owned) Credo, Pathways Of Sound.
Patriot Records, 3322 West End Ave., 11th Floor, Nashville, TN, 37203, (615) 383-1800. Fax: (615) 269-2059. Pres./CEO: Jimmy Bowen; Gen. Mgr.: Bruce Greenberg; Vice Pres., Promo.: Sam Cerami; Dir., Creative Servs.: Susan Collier.
Label(s): (Owned) Patriot.
Peach Town Record Co., 3625 Sulene Dr., Atlanta, GA, 30349, (404) 761-8626. Pres.: William N. Freeman; Vice Pres.: Mike Freeman; Treas.: Doris Freeman.
Pegasus Records, 1609 Congress Rd., Eastover, SC, 29044, (803) 776-8397. Pres./A&R: Howard A. Knight, Jr.; Vice Pres.: Robert A. Knight.
Label(s): (Owned) Boss, Colonial, HKE, Wago, (Distributed) Grape.
US Reps.: Action Dist. (MD).
Pentacle Records, PO Box 60135, Midland, TX, 79711, (915) 563-2810, (915) 590-7826. Pres.: J. Gordon Lunn; Exec. Producer: A.P. Hindjos.
Periscope Record Co., 129 Bishop St., Brockton, MA, 02402, (508) 588-6348. Pres./Promo.: Edward M. Hurvitz; Sales Mgr.: Linda S. Berman; A&R: Ed Michaels.
Label(s): (Owned) Mazel, Shayna, Streke.
Perpetua Records, 10391 Jefferson Blvd., Culver City, CA, 90232, Pres.: Ken Kreisel.
Label(s): (Owned) Perpetua.

- Perspective Productions**, 35 Forest View Dr., Providence, RI, 02904, (818) 763-2028. Pres.: Richard Doyle.
- Peter Pan Industries, Inc.**, 88 St. Francis St., Newark, NJ, 07105, (201) 344-4214. Fax: (201) 344-0465. Pres./CEO: Donald Kasen; Exec. Vice Pres.: Abe Rosenblatt; Sr. Vice Pres. Pct. Devel.: Joseph Porrello; Sr. Vice Pres., Sales: Shelly Rudin; Dir., Int'l Bus. Affairs: Kathleen Theilinger; Dir., Mktg./Pub. Rel.: MaryLou Bond.
- Label(s): (Owned) Compose, JA, Peter Pan, (Distributed) Aurophon, Discover, Inakustik, Rego.
- Int'l Reps.: Rainbow Pdc's. (Australia); Clear Vision (U.K.); Video Film (The Netherlands).
- Phantom Productions, Inc.**, 11051 Tanglebridge Cr., Austin, TX, 78736, (512) 288-1044. Fax: (512) 288-4748. Dir.: Martin Theophilus; Dir.: Chris Theophilus.
- Label(s): (Owned) Phantom.
- Philo Records**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Pres.: Marian Levy; Vice Pres.: Ken Irwin; Int'l: Bill Nowlin.
- US Reps.: Rounder, Precision Sales (MA).
- Phoenix Records, Inc.**, PO Box 121076, Nashville, TN, 37212, (615) 244-5357. Fax: (615) 244-4466. CEO/Pres.: Reggie M. Churchwell; Vice Pres.: Mark Churchwell; Sec./Office Mgr.: Laurie Stephens.
- Label(s): (Distributed) Monarch, Nashville Int'l Records.
- Picture Music Int'l**, 1750 N. Vine St., Hollywood, CA, 90028, (213) 462-6252. Fax: (213) 467-6550.
- Pinecastle/Webo Records**, 5108 S. Orange Ave., Orlando, FL, 32809, (407) 856-0245. Fax: (407) 858-0007. Owner/Pres.: Tom Riggs; Vice Pres., Mktg.: Will Gailey.
- Label(s): (Owned) Pinecastle.
- US Reps.: DNA (MA); Ernest Tubb, Select O Hits (TN); Old Fogey (MI); Paulstarr (MN); Record Depot (VA).
- Int'l Reps.: B.O.M. (Japan); Mike's Country Music Room (Scotland).
- Pipeline Records, Inc.**, 119 Engineers Dr., Hicksville, NY, 11801, (516) 681-2125. Fax: (516) 939-0154. Pres.: Mark Malmut; A&R Mgr.: George Grant.
- Pipes & Strings**, 3745 Lurline Dr., Honolulu, HI, 96816, (808) 735-6813. Fax: (808) 735-2781. Pres.: Susi Hussong; Contact: Susan Gillespie.
- US Reps.: Lifedance Dist. (OR).
- Int'l Reps.: Arylis Corp. (Canada).
- P.I.R.A.T.E. Records**, 6381 Hollywood Blvd., Ste. 250, Hollywood, CA, 90028, (213) 465-9814. Fax: (213) 465-5646. CEO: Tony Haynes; Vice Pres./Gen. Mgr.: Jefflyn Dangerfield; A&R Coordinator: Patricia Mitchell; Sales/Dist.: Rita Blaid; Int'l: Guy Caman.
- US Reps.: California Record (CA); Malverne (NJ); Big State (TX).
- Pitbull Records**, 245 W. 107th St., New York, NY, 10025, (212) 807-8673. Fax: (212) 865-2875. Pres.: Robert Khozouri; Dir., Mktg.: Cadet J.; Int'l Mktg.: Luca Santini; Sales Dir.: Kathy Laurent.
- Placenta Music, Inc.**, PO Box 8532, Atlanta, GA, 30306, (404) 355-4242. Fax: (404) 355-0795. Pres.: Burt Wolff; Vice Pres. A&R: Joe Wolff; Int'l Mktg.: Fred Schwartz; Office Mgr.: Kirk Evans.
- Label(s): (Owned) Transitions Music, (Distributed) Placenta Music.
- Plain Country Records**, PO Box 5412, Buena Park, CA, 90620, (909) 371-2973. Contact: Leo J. Eifert, Jr.
- Planet Earth Recording Co.**, 325 Rolling Rock Rd., Marietta, GA, 30067, (404) 952-2012. Fax: (404) 850-0024. Gen. Mgr.: Tim McCabe.
- US Reps.: Rock Bottom Inc. (GA, FL).
- Planetary Productions**, PO Box 66, Boulder Creek, CA, 95006, (408) 338-2161. Fax: (408) 338-9861. Mktg. Vice Pres.: Bruce Cryer.
- Platano Records**, 661 Tenth Ave., New York, NY, 10036, (212) 582-4546. Fax: (212) 977-7581. Pres.: Xavier E. Hernandez; Vice Pres.: Jose Hernandez; Pub. Rel.: Martha Hernandez; Promo. Dir.: Angel Colon.
- Platinum Entertainment**, 2001 Butterfield Rd., Ste. 1400, Downers Grove, IL, 60515, CEO: Thomas R. Leavens; Pres.: Joe Thomas; Pres., Music Div.: Bill Gilbert.
- Label(s): (Owned) CGI Records, Light Records, River North Jazz, River North Nashville, River North Records.
- US Reps.: Polygram Group (NY).
- Playback Records**, PO Box 630755, Miami, FL, 33163, (305) 935-4880. Fax: (305) 933-4007. Pres.: Jack Gale; Vice Pres.: Lovey Gale; Sales Mgr.: Ron Elliott.
- Label(s): (Owned) Caramba, Gallery II, Gallery II, Playback, Playback, Ridgewood, Ridgewood.
- Playground**, PO Box 133, Ojai, CA, 93024, Fax: (805) 646-5350. Pres.: Jim Pewter; Gen. Mgr.: Judy Pewter.
- Pleason Records**, 1727 Roanoke Ave., Sacramento, CA, 95838, (916) 925-4886. Owner: Jerry Parker.
- Label(s): (Owned) Pleason.
- Poetic Noise Music**, PO Box 642, Times Sq. Station, New York, NY, 10108, (212) 315-5139. Contacts: Dwayne Arvinger, Rod Clemmons.
- Polar Network**, 270 N. Canon Dr., Ste. 1396, Beverly Hills, CA, 90210, (213) 938-4487. Fax: (213) 938-4487. Exec. Dir./Mktg.: Jeff Peri; Vice Pres./Ops.: Henry Praw.
- Label(s): (Distributed) Midnight Music Management, The Right Stuff (Capitol Div.).
- Polka Towne Music (Polka Music Corp.)**, 211 Post Ave., Westbury, NY, 11590, (516) 334-6228. Pres.: Teresa Zapolska.
- Label(s): (Owned) Polka Towne.
- Polydor/Atlas**, 11150 Santa Monica Blvd., Ste. 1000, Los Angeles, CA, 90025, (310) 996-7203. Fax: (310) 477-0908.
- Pres.: Nick Gatfield; Vice Pres., Artist Devel.: Rob Gordon; A&R Dir. East Coast: Andrew Brightman; A&R Dir. West Coast: Tom Storms; Sr. Dir. Int'l A&R: Denis McNamara; Mgr. A&R: Mark Chotiner; Mgr. A&R Admin/Int'l A&R: Kam Sangha; Exec. Asst.: Luke Burland; Mktg. Asst.: Tripp Dubois.
- Polydor Records**, 1222 16th Ave. S., Third Floor, Nashville, TN, 37212, (615) 329-4434. Pres.: Harold Shedd; Vice Pres., A&R: Buddy Cannon; Vice Pres., Mktg.: Steve Miller; Vice Pres., Promo: Ralph Carroll.
- PolyGram Classics & Jazz**, 825 Eighth Ave., New York, NY, 10019, (212) 333-8000. Fax: (212) 333-8402. Pres.: Christopher Roberts; Sr. Vice Pres., Mktg/Sales: Lynne Hoffman-Engel; Sr. Vice Pres., Prod. Devel.: Peter Munves; Vice Pres., PR/Devel.: Nancy Zannini; Vice Pres., Finance/Admin: Pat Clancy; Vice Pres./Gen. Mgr./VERVE: Chuck Mitchell; Vice Pres., A&R, VERVE: Richard Seidel; Vice Pres., A&R, VERVE: Guy Eckstine; Vice Pres., Philips Classics: Lisa Altman; Vice Pres., Deutsche Grammophon: Karen Moody; Vice Pres., London: Steven Winn.
- Label(s): (Owned) Argo, L'oiseau lyre, Deutsche Grammophon, London, Mercury Living Presence, Philips Classics, Point, Verve, Verve Forecast.
- PolyGram Label Group**, 825 Eighth Ave., New York, NY, 10019, (212) 333-8000. Fax: (212) 333-8249. Pres./CEO: M. Richard Asher; Exec. Vice Pres., Mktg/Sales: Robert Jamieson; Vice Pres., Prodn.: Ruth Cisero.
- Office(s): 11150 Santa Monica Blvd., Ste. 1100, Los Angeles, CA, 90025, (310) 996-7200. Fax: (310) 477-7622. Branch Mgr.: Bill Follett, Sales Mgr.: Rick Rieger, The Commerce Ctr., 7701 Greenbelt Rd., Greenbelt, MD, 20770, (301) 441-1670. Fax: (301) 441-2671. Branch Mgr.: Jeff Moskow, Sales Mgr.: John Kiernan; 12360 E. Eleven Mile Rd., Warren, MI, 48089, (313) 755-6400. Fax: (313) 755-6408. Branch Mgr.: Bill Schulte, Sales Mgr.: Bill Twyman; 2800 River Rd., #120, Des Plaines, IL, 60018, (708) 298-9700. Fax: (708) 298-9711. Branch Mgr.: Bob Colosi, Sales Mgr.: John McNamara; 3800 W. 80th St., Bloomington, MN, 55431, (612) 831-7847. Fax: (612) 835-6796. Branch/Sales Mgr.: Mike Gleason; 80-02 Kew Gardens Rd., Sixth Floor, Rego Park, NY, 11374, (718) 261-2227. Fax: (718) 793-0094. Branch Mgr.: Don DiMatteo, Sales Mgr.: Mitch Imber; 800 W. Cummings Park, Ste. 2900, Woburn, MA, 01801, (617) 933-8155. Fax: (617) 933-2453. Branch Mgr.: Paul Wennik, Sales Mgr.: Paul Foley.
- Label(s): (Distributed) Alpha Int'l Records, Megaforce Entertainment, Morgan Creek Records, Motown Records (NY), Motown Records (LA.), Perspective Records, Tabu Records, Victory Music.
- PolyGram Latin America**, 2601 S. Bayshore Dr., Ste. 1800, Coconut Grove, FL, 33133, (305) 285-9098. Pres.: Manolo Diaz; MD, Polygram Latino: Salvador Perez-Munoz; Dir., Latin Artists Mktg.: Paul Ehrlich; Dir., Int'l Artist Mktg.: Marya Meyer; Regional Controller: Andrew Stokoe.
- Label(s): (Owned) A & M, Island, Mercury, Mercury Latino, Mercury Nashville, Motown, Polydor, PolyGram Latino.
- PolyGram Latino U.S.**, 6303 Blue Lagoon Dr., Ste. 210, Miami, FL, 33126, (305) 265-2360. Fax: (305) 264-0160. Managing Dir.: Salvador Perez; Promo. Dir.: Rogelio Macin; Sales Dir.: Missile Mike; Sales Dir., Latin Accts.: Ezequiel Cuevas; Controller: Al Hernandez.
- Label(s): (Owned) A&M, Mercury Latino, Motown, Philips, Polydor, (Distributed) Sonografica, West Side Latino.
- Pop Record Research**, 10 Glen Ave., Norwalk, CT, 06850, (203) 847-3085. Pres.: Gary Theroux; Sales Mgr.: Joan Holpuch; Vice Pres. A&R: Richard James.
- Label(s): (Owned) GTP, Surf City, (Distributed) Bob.
- Pops Neon Enterprises**, PO Box 4125, West Hills, CA, 91308, (818) 608-2994. Fax: (818) 712-9338. Pres./Dir., Prodn.: Steve Hobson; Vice Pres.: Jan Halliday.
- Label(s): (Owned) Pops Neon Records.
- Posh Boy**, PO Box 4474, Palm Desert, CA, 92261, (619) 341-8264. Fax: (619) 341-8264. Owner: Robbie Fields.
- Label(s): (Owned) Posh Boy.
- US Reps.: Get Hip! (PA); Rhino (CA).
- Int'l Reps.: Musical Tragedies (Germany).
- Positive Feedback Communications**, 4010 N. Bend Rd., Cincinnati, OH, 45211, (513) 661-8810. Pres.: Shad O'Shea.
- Label(s): (Owned) Fraternity.
- Positive Music Records, Inc.**, 10323 Waverly Woods Dr., Ellicott City, MD, 21042, (410) 750-3813. Fax: (410) 750-1897. Pres.: Ken Navarro; Vice Pres.: Kristin Leonhard; Dir., Radio/Retail Promo: Ken Davis.
- Label(s): (Distributed) Sir.
- Postcards**, 225 Lafayette St., Room 604, New York, NY, 10012, (212) 966-6083. Fax: (212) 966-7457. Pres.: Sibyl R. Golden; Dir. A&R: Ralph Simon.
- Label(s): (Owned) Postcards, Inc.
- US Reps.: Koch Int'l (NY).
- Int'l Reps.: Media 7 (France); Bellaphon Int'l (Germany); IRD (Italy); Plainshare (Switzerland); Dureco (Netherlands); Super Stop (Japan).
- Pound Records**, 3590 S. State Rd. #7, Ste. 201, Miramar, FL, 33023, (305) 963-0555. Fax: (305) 964-1117. Mktg./Promo: John Wal; A&R: Thomas O'Keefe.
- Pow Wow Records, Inc.**, 1776 Broadway, New York, NY, 10019, (212) 245-3010. Fax: (212) 956-2326. Pres.: Herb Corsack; Vice Pres.: Judy Casace; Promo. Dir.: Madison Bedard.
- Label(s): (Owned) Pow Wow.
- US Reps.: Big State Dist. (TX); California Record Dist. (CA); Malverne Dist. (NJ); M.S. Dist. (IL); Music Craft Dist. (HI); Select-O-Hits (TN); Universal Record Dist. (PA).
- Int'l Reps.: Trend Music Group (Canada).
- Power Records**, 6251 Smithpoint Dr., Ste. 430, Bldg. A, Norcross, GA, 30071, (404) 446-1042. CEO/Pres.: Leroy McMath.
- Label(s): (Owned) Power Artist, Reality, (Distributed) Power Music Group.
- Powerhouse Records**, PO Box 2455, Falls Church, VA, 22042, Fax: (703) 538-6285. Pres./Owner: Tom Principato; Promos.: B.J. Garrett.
- US Reps.: Ichiban (GA).
- Prairie Music Records Ltd.**, 203 Antique City Dr., Walnut, IA, 51577, (712) 784-3001. Fax: (712) 784-2010. Pres./Dir.: Sheila Everhart.
- Label(s): (Owned) Prairie Music Records Ltd.
- Praise Records (c/o Jacobson & Colfin P.C.)**, 156 Fifth Avenue, Ste. 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. A&R: Marc Warzecha.
- Label(s): (Owned) Praise.
- Praxis Int'l**, 1700 Hayes St., Ste. 302, Nashville, TN, 37203, (615) 320-1200. Fax: (615) 327-9455. Co-Pres.: Jack Emerson.
- Preludium Records**, 12 Tudor Ln., Trumbull, CT, 06611, (203) 261-5216. Fax: (203) 268-9124. Pres.: Armando Sciascia; Gen. Mgr.: Tom Morrison; Vice Pres. A&R: Aliko Andris.
- Prescription Co.**, 5 Slocum Ave., Port Washington, NY, 11050, (516) 767-1929. Pres./Owner: David F. Gasman; Exec. Vice Pres.: John Bradley; Vice Pres. A&R: Kirk Nordstrom; Vice Pres., Sales: Bruce Brennan; Tour Coord.: Bill Fearn.
- Label(s): (Owned) Prescription.
- Prettyboy Records**, 935 E. Wadsworth Ave., Philadelphia, PA, 19150, (215) 247-8911, (215) 355-8225. Fax: (215) 355-3980. Pres.: Stephen C. Kelly; Vice Pres.: Thomas J. Kennedy.
- Prime Records**, 900 Refugio St., Miramar, PR, 00907, (809) 723-9952. Fax: (809) 725-3136. Pres.: Jorge Oquendo; Mgr.: Johnny Oquendo.
- Label(s): (Owned) Prime.
- US Reps.: BMG.
- Int'l Reps.: BMG.
- Prince/SF Productions**, 1135 Francisco St., Ste. 7, San Francisco, CA, 94109, (415) 775-9627. Fax: (415) 776-1339. Artists Rep.: Ken Malucelli; Admin. Asst.: Heidi Waterman.
- Label(s): (Owned) Auriga, Christmas.
- Priority Records, Inc.**, 6430 Sunset Blvd., Ste. 590, Hollywood, CA, 90028, (213) 467-0151. Fax: (213) 856-6796. Pres.: Bryan Turner; Sr. Vice Pres., Sales: Mark Cerami; Exec. Vice Pres. Int'l Aff: Stephen Drath; Sr. Vice Pres., Promotion: Nancy Levin; Vice Pres., Mktg.: Alyssa Pisano; Exec. Dir., Promos.: Eric L. Brooks; Dir., Publicity: Lillian Matulic; A&R: Ern Llamado; Vice Pres., Manufacturing/Operatio: Talin Kouyoumdjian; Vice Pres./Sales-Dallas: David King; Dir., Mktg./Creative: Melissa Wolfson.
- Label(s): (Owned) Metal Blade, Priority Rocks, Rhythm Safari, (Distributed) Rap-A-Lot, Rhymer Syndicate.
- Private Music**, 9014 Melrose Ave., Los Angeles, CA, 90069, (310) 859-9200. Fax: (310) 859-7408. Pres./CEO: Ron Goldstein; Sr. Vice Pres., Finance: Giulio Proietto; Vice Pres./Publicity: Karen Johnson; Vice Pres., Mktg/Sales: Steve Macon.
- Prodiscos USA, Inc.**, PO Box 162455, Miami, FL, 33116, (305) 597-0207. Fax: (305) 597-0208. Pres.: Alejandro Jaen; Vice Pres./Promo. Dir.: Cecilia Rodriguez; Admin.: Raquel Ledesma; Press Dept.: Alvaro Ramal; Sales Dir.: Ana Jaen; Promo. Dir.: Lucy Garcia.
- Profile Entertainment**, 740 Broadway, 7th Floor, New York City, NY, 10003, (212) 529-2600. Fax: (212) 420-8216. Pres.: Steven Plotnick; Sr. Vice Pres./Int'l A&R: Gary Pin; Sr. Vice Pres., Mktg./Promo: Fred Feldman; Vice Pres., Artist/Media Rel.: Tracey Miller; Dir./Purchasing & Prod.: John Wladar; Dir./Mgmt. Info. Systems: Robert Anderson.
- Office(s): 8730 Sunset Blvd., Ste. 270, Los Angeles, CA, 90069, (310) 659-7999. Fax: (310) 659-3516, A&R Mgr.-West Coast: Dave Moss; White Swan House, Bennet St., London, W4 28H, United Kingdom, 01144819956229. Fax: 01144817428469. Managing Dir.: Andrew Cleary.
- Propinquity Records**, PO Box 9036, Denver, CO, 80209, (303) 697-8908. Fax: (303) 697-8908. Owner: Carla Sciaky; Bus. Mgr.: Dan Prendergast.
- Pullen-Miles Entertainment Consultants**, 14016 Evers Ave., Compton, CA, 90222, (310) 329-5694. Pres./A&R: Robert E. Miles; A&R Consultant: Shon Taylor.
- Label(s): (Owned) Janet Marie, P-M Street.
- B.T. Puppy Records**, 155 E. 29th St., New York, NY, 10016, (212) 683-8420, (310) 652-6673. Fax: (212) 683-8420. Pres.: Rusti Wolintz; Promo/A&R: Noah Margo; Exec. Dir.: Maxine Margo; Vice Pres.: Phil Margo; Vice Pres.: Mitch Margo.
- Label(s): (Owned) Lost Tribe.
- US Reps.: MS.
- Pure & Simple Music**, 6 Rosario Shores Rd., Eastsound, WA, 98245, (206) 376-5230. Fax: (206) 376-4894. Pres.: Christopher Peacock; Vice Pres., A&R: Jaylin Chung.
- Label(s): (Owned) Pure & Simple.
- US Reps.: Miramar (WA).
- Pure White Dove/Gift of Grace Music**, PO Box 258, Northfield, MN, 55057, (800) 798-8273, (507) 526-5678. Fax: (507) 526-2895. Pres.: John Hager.
- Label(s): (Owned) Gift of Grace Music, Pure White Dove.
- Pyramid Records**, PO Box 140316, Nashville, TN, 37214, (615) 889-6675. Owner: Jimmy Kish.
- Pyramida Records**, PO Box 52217, Houston, TX, 77052, (713) 223-8607. Fax: (713) 223-1520. Attorney: Otha T. Carpenter; Dir., Sales/Dist.: Laverne Walker.
- US Reps.: Pyramida Records Dist. (TX).

Q

Obadisc, PO Box 1256, Old Chelsea Station, New York, NY, 10011, (212) 620-0320. Fax: (212) 243-1089. Contacts: Ben Socolow, Ned Sublette.
Label(s): (Owned) Obadisc, (Distributed) Excellent.
Quagmire the Label, PO Box 2383, Los Gatos, CA, 95031, (408) 354-9191. Contacts: David Beach, Tim Alexander.
US Reps.: Instinct, Landmark (CA); Landmark (GA)(NJ).
Quality Records, Inc., 15260 Ventura Blvd., Ste. 980, Sherman Oaks, CA, 91403, (818) 905-9250. Fax: (818) 905-7533. Pres.: Russ Regan; Contact: Dan Kliman.
Quicksilver/Increase Records, 6860 Canby Ave., Ste. 118, Reseda, CA, 91335, (818) 342-2880. Fax: (818) 342-4029. Pres.: Howard L. Silvers; Dir., Mktg.: Sol Greenberg; Dir., Mktg.-Video: David Greenman; Dir., Mktg.-Gospel: Migon Lewin.
Label(s): (Owned) GMG, Increase, Quicksilver, (Distributed) Best, Gospel Train, Smoke Stack Lighting.
Int'l Reps.: K-Tel Int'l (MN); Select-O-Hits (TN); Twinbrook (NY).
Qwest Records, Inc., 3800 Barham Blvd., Ste. 503, Los Angeles, CA, 90068, (213) 874-3028. Fax: (213) 874-5049. Dir. Artist Relations: Joann Tominaga; Dir. A&R, East Coast: Lisa Morris; Vice Pres. A&R: Raoul Roach.
US Reps.: Warner Bros. Records (CA).

R

RAS Records, 2447 Linden Ln., Silver Spring, MD, 20910, (301) 588-9641. Fax: (301) 588-7108. Pres.: Gary Himelfarb; Buyer: Steve Cornwell; Sales Mgr.: Tim Harris; Mktg. Dir.: Mark C. Dickinson.
Label(s): (Owned) RAS, (Distributed) Ariwa, Grapevine, Live & Learn.
US Reps.: CRD, Eastern Pacific, Eurpac, Music For Little People, Zango (CA); Encore (CO); Bassin's, HL, JFL (FL); Gemini, Nova (GA); Music Craft (IL); Rounder (KS,MA); MS (IL); J&K (MD); Performance, Richmond Bros. (NJ); Action (OH); Select-O-Hits (TN); MDI (TX); Eurpac (VA); Silo (VT).
Int'l Reps.: Amalthea (Sweden); Greensleeves, Jet Star (U.K.); IRD (Italy); Ixthulph (Austria); Media 7, Melodie (France); Munich, Semaphore (The Netherlands); Music Dist. (Norway); Pozitlik Tanitim (Turkey).
RBW Record Co., PO Box 14187, Parkville, MO, 64152, (816) 587-5358. Fax: (816) 421-6095. Pres.: Russell E. Wojkiewicz.
Label(s): (Owned) Blue City, RBW.
RCA Records, 1540 Broadway, 36th Floor, New York, NY, 10036, (212) 930-4000. Fax: (212) 930-4449. Pres./CEO-BMG Ent. North America: Strauss Zelnick; Chrmn.: BMG-North America: Michael Dornemann; Vice Pres./Sales: David Fitch; Sr. Vice Pres./Nat'l Promo.: Butch Waugh; Sr. Dir., A&R: Lou Simon; Sr. Vice Pres. A&R: Dave Novike; Sr. Vice Pres., Bus./Legal Affrs.: Carol Fenelon; Vice Pres., A&R: Peter Lubin; Vice Pres., Pop Promos.: Skip Bishop; Vice Pres., Black Music Promo.: Michael Halley; Vice Pres., Finance/Admin: Mike Jason; Dir., Research/Analysis: David Israli; Publicity (Nashville): Erin Morris; Vice Pres., Publicity: Marilyn Lipsius; Nat'l Dir., Jazz: Paul Ramey; Nat'l Dir., Rap A&R: Steve Stoute; Nat'l Dir./Urban-West Co.: Dwight Bibbs; Assoc. Dir./East Coast: A&R: Peter Robinson.
Office(s): One Music Circle N., Nashville, TN, 37203, (615) 664-1200. Fax: (615) 664-1226. Chrmn./RCA Records Grp./Ns: Joe Galante, Gen Mgr., RCA/BNA Records: Randy Goodman; 6363 Sunset Blvd., Hollywood, CA, 90028, (213) 468-4000. Fax: (213) 468-4040. Sr. Dir., A&R: Bruce Flohr, Vice Pres., A&R: Bennett Kaufman.
Label(s): (Distributed) BNA Entertainment, Bluebird, Fox, Immortal, Kane Prodn., L.O.U.D., Novus/RCA, PMD, RCA Red Seal, RCA Victor, Rendezvous Entertainment, Reunion.
RCI Records, Inc., 4721 Trousdale Dr., Ste. 118, Nashville, TN, 37220, (615) 833-2052. Fax: (615) 833-2101. Pres.: Ray Roberts; Vice Pres.: Denise Carpenter.
Label(s): (Owned) Arena, Award, RCI, 21st Century.
REMI Productions, 410-100 Emmett St., Bristol, CT, 06010, (203) 584-0045. Fax: (203) 584-0045. Pres.: Rosie E. Lugo; Vice Pres./Exec. Producer: Marilyn I. Miranda.
R.E.X. Music, Inc., 229 Ward Circle, Brentwood, TN, 37027, (615) 370-8813. Fax: (615) 370-8793. Dir.: Gavin Morkel; Sales Dir.: Steve Scalet; Mktg. Dir.: Tyler Bacon.
Label(s): (Owned) R.E.X. Music, Rex Pop-U-Li, Storyville, (Distributed) Grrr, Int'l Music.
RJD Records, PO Box 12239, Las Vegas, NV, 89112, (702) 456-7724. Pres./CEO: Robert J. DiMaggio.
Label(s): (Owned) RJD, Slack.
RMM Records & Video Corp., 568 Broadway, Ste. 806, New York, NY, 10012, (212) 925-2828. Fax: (212) 925-6154. CEO: Ralph Mercado; Prodn. Mgr.: Elena Martinez; Nat'l Retail Mgr.: David Diaz; Dir., Publicity: Debra A. Mercado; Dir., Int'l Bus. Affairs: Carlos M. Gutierrez.
Office(s): 3952 N. Lincoln Ave., Chicago, IL, 60613, (312) 281-1141. Fax: (312) 281-1141; 11365 Ventura Blvd., Ste. 155, Studio City, CA, 91064, (818) 753-9696. Fax: (818) 753-9766; 8880 NW 20th St., Ste. A, Miami, FL, 33172, (305) 593-6252. Fax: (305) 593-0246; 124 W. Mulberry St., Ste. 1, San Antonio, TX, 78212, (210) 733-3806. Fax: (210) 733-3806; 1001 Ave. Ponce De Leon, Para Da 15, Santurce, PR, 00907, (809) 725-4325. Fax: (809) 721-5395.
Label(s): (Owned) RMM, RMM Merengazo, Soho Sounds, Sonero, Tropi Jazz, (Distributed) Bat, Bellaphon, King, PolyGram, Prodisc, Sony.

R-M Records, 920 McArthur Blvd., Warner Robins, GA, 31093, (912) 923-6533. Owner/Mgr.: Ray H. Melton; Mgr.: George Lovell; Producer: Bob Grady.
Label(s): (Owned) R-M.
R.O.I.R./Reachout Int'l Records, Inc., 611 Broadway, Ste. 411, New York, NY, 10012, (212) 477-0563. Fax: (212) 505-9908. Pres./Managing Dir.: Neil S. Cooper; Vice Pres. Domestic Sales: Lucas Cooper; Office Mgr.: Ingrid Tejeda; A&R, Retail, Radio: Marcus Green.
Label(s): (Owned) ROIR, (Distributed) France's Concerts, Lagoon Reggae, New Rose Blues, ROIR Europe, Windsong UK BBC in Concert.
ROM Records (Div. of Treasure Trove, Inc.), 2052 Broadway, Santa Monica, CA, 90404, (310) 828-4487. Fax: (310) 828-1584. Pres.: Keith Holzman.
Label(s): (Owned) ROM.
R & R Records, Inc., 521 Fifth Ave., 17th Fl., New York, NY, 10175, (212) 757-3638. Pres.: Rena L. Feeney; Vice Pres.: William F. Feeney; Sec.: William A. Feeney; Treas.: Chris S. Feeney.
Label(s): (Owned) Factory Beat.
US Reps.: Win Record (Long Island City, NY); Pearl Record Dist. (Brooklyn, NY).
RSO Records, Inc., 122 E. 42nd St., Ste. 810, New York, NY, 10168, (212) 975-0700. Chrmn.: Robert Stigwood.
R.T.P. Int'l, 180 Pond St., Cohasset, MA, 02025, (617) 383-9494. A&R: Rik Tinony, Claire Babcock, Richard Tinony, Jr.
Label(s): (Owned) R.T.P. Int'l, Sequel.
RTV Communications, 302-B Lewis Lane, Dania, FL, 33004, (305) 922-8020. Fax: (305) 922-7640. Pres./A&R: Robert W. Schachner.
Label(s): (Owned) Dyno Polkas, Gateway Recordings, New Age Music, Spolite, Who's Who in Jazz, (Distributed) No Hang Ups.
US Reps.: D.N.A. (MA).
RVCD, 330 W. 108th, #2, New York, NY, 10025, (212) 316-1062, (800) 448-7823. Owner: Roland Vazquez; Sr. Vice Pres.: Susan Botti.
Rabadash Records, Inc., PO Box 19384, New Orleans, LA, 70119, (504) 486-7625. Fax: (504) 484-7529. Contact: John G. Autin.
Radiola/Sandy Hook Records, PO Box C, Sandy Hook, CT, 06482, (800) 243-0987. Fax: (203) 797-0819. Contact: Craig Gallichotte.
Label(s): (Owned) Radiola, Sandy Hook.
Rag Baby Records, PO Box 193316, San Francisco, CA, 94119, (510) 486-2052. Fax: (510) 486-2015. Co-Owners: Bill Belmont, Joe McDonald.
Label(s): (Owned) Tape Talk.
Railroad Records, 1231 Druid Pl., NE, Atlanta, GA, 30307, (404) 522-3725. Fax: (404) 525-7182. Pres.: Paul Cornwell; Promo Dir.: Meredith Haun; Sales/Mktg.: Gregory B. Dubno.
US Reps.: Carolin Records, Dutch East India (NY); Action Music (OH); M. S. Dist. (IL).
Rainmaker Records, 6138 Llano, Dallas, TX, 75214, (214) 823-3744. Fax: (214) 823-5864. Partner, Dir.: A&R: Mike Swinford; Partner, Artists Mgmt.: Paul Nugent; Partner, Info. Mgmt.: David Sirbasky; Sales Mgr.: Rob Leverette.
Rains Recording Co., 1092 Flanagan Sta. Rd., Winchester, KY, 40391, (606) 744-7921. Owner/Mgr.: Jack O. Rains; Prod.: Mary B. Rains; Prod. Promos.: L. Hodges; A&R: Claude Frisby.
Label(s): (Owned) Buttila, Nashville Allstar, Needle-Mate, Reka.
Ramex Records, Inc., 208 S. Milby St., Houston, TX, 77003, (713) 223-3591. Fax: (713) 223-4329. Pres.: Emilio V. Garza; Gen. Mgr.: Javier Cuevas; Sales/Promos. Mgr.: Victor Paniagua; Exec. Sales: Isabel Salazar.
Rampart Records (Division of Gordo Enterprises), 255 N. New Hampshire Ave., Los Angeles, CA, 90004, (213) 384-9586. Fax: (213) 384-0411. Owner/Gen. Mgr.: Edward L. Davis.
Label(s): (Owned) Rampart.
Rap-A-Lot Records, 12337 Jones Rd., Ste.100, Houston, TX, 77070, (713) 890-8486. Fax: (713) 890-5363. Controller: Bruce Toval; Sales Dir.: Mike Mack; Mktg. Dir.: Leroy Robinson.
Bill Rase Productions, Inc., 955 Venture Ct., Sacramento, CA, 95825, (916) 929-9181. Fax: (916) 929-4751. Owner: Shirley Rase; Pres.: Bill Rase; Prodn. Mgr.: Esther Marcroft.
Label(s): (Owned) Esar.
Rasperry Records, 3472 Cronell Pl., Cincinnati, OH, 45220, (513) 281-2945.
Rastascan Records, PO Box 3073, San Leandro, CA, 94578, (510) 357-4382. Fax: (510) 357-9323. Owner: Gino Robair.
Label(s): (Owned) Rastascan, (Distributed) Advance.
US Reps.: North Country (NY); City Hall (CA).
Rave On Productions/Records/Interactive, 50 Park Terrace East #3E, New York, NY, 10034, (212) 942-2463. Fax: (212) 942-6011. Pres.: Frank Migliorelli; Vice Pres.: Gene Campanelli; Radio/Promos.: Liza Parker; Prodn.: Fred Drachus.
Raven Music Co., 12055 First Ave. NW, Seattle, WA, 98177, (206) 367-0736. Pres.: Ron Ellis; Permissions Dept.: Nancy J. Ellis.
Raven Recording, 744 Broad St., #1815, Newark, NJ, 07102, (201) 642-7942. Fax: (201) 621-2185. CEO: Robert Ansell; Pres.: Gabrielle Roth.
Label(s): (Owned) Raven.
Razor & Tie Music L.P., 214 Sullivan St., Ste. 4A, New York, NY, 10012, (212) 473-9173. Fax: (212) 473-9174. Co-Owners: Craig Balsam, Cliff Chenfeld; Sales: Mike Rosenberg; Promo: Seth Brandler.
Int'l Reps.: Koch Int'l.

Razzamajazz, 3700 Linden Dr., Arlington, TX, 76017, (817) 572-5016. Fax: (817) 478-1843. Owner: Jon Stutler.
Label(s): (Owned) Razzamajazz.
Re-Bop Records, 31 Hebert Rd., Montpelier, VT, 05602, (802) 223-7911. Fax: (802) 229-1834. Owners/Producers: Stephen McArthur, Diana Winn Levine.
Int'l Reps.: A&M/Polygram (CA).
Real Music, 85 Libertyship Way, Ste. 207, Sausalito, CA, 94965, (415) 331-8273. Fax: (415) 331-8278. Pres.: Terence Yallop; Exec. Vice Pres.: Gary L. Chappell; Dir., Mktg.: Annie Sammis; Dir. Sales/Opns.: Rick Jeffery.
Rebel Records, 3646-3 Aerial Way Dr., Roanoke, VA, 24018, (703) 343-5355. Fax: (703) 343-3240. Owner: David Freeman; Prodn/Promo: Gary B. Reid.
Label(s): (Owned) County.
The Record Co., PO Box 35022, Los Angeles, CA, 90035, (213) 655-9461. Pres.: Steve Angelica.
Record-Rama Sound Archives, 4981 McKnight Rd., Pittsburgh, PA, 45237, (412) 367-7330. Fax: (412) 367-7388. Owner: Paul C. Mawhinney.
Label(s): (Owned) Ideal, Impala, VAL, (Distributed) Big Dalton.
Red Horse Productions/Revolver Records, PO Box 158304, Nashville, TN, 37215, (615) 670-6129. Fax: (615) 670-6703. Mgr.: Jean Cramer.
Label(s): (Owned) Red Horse, Revolver.
US Reps.: United Record (TN).
Int'l Reps.: Int'l Record (Italy); Bear Family (Germany); Silver Sounds (U.K.).
Red House Records, Inc., 720 Washington Ave. SE, Ste. 202, Minneapolis, MN, 55414, (612) 379-1089. Fax: (612) 379-0945. Pres.: Bob Feldman; Operations Mgr.: CW, Frymire.
Label(s): (Owned) Red House.
US Reps.: Koch Int'l (NY).
Red Onion Records, PO Box 366, Dayton, OH, 45401, (513) 222-2413. Fax: (513) 277-3079. Pres.: Gene Mayl; Vice Pres.: Sharon Mayl; Sales Mgr.: George Ellis.
Red Rocket Records, USA, 213 12th Ave. E, Seattle, WA, 98102, (206) 322-2154. Fax: (206) 322-8124. Dir., A&R: Curtis Crawford.
Label(s): (Owned) B.F.D. Global Music, Mini Hap.
Red Rover Records, PO Box 124, Lake Bluff, IL, 60044, (708) 615-0366. Fax: (708) 615-0471. Owner: Fred Koch.
Label(s): (Owned) Red Rover.
US Reps.: Melody House (OK).
Redeem Records, 106 Dudley St., Warner Robins, GA, 31093, (912) 328-0795. Fax: (912) 929-3106. Pres.: Linda Bell; Pub. Rel. Dir.: Steve Morris; Artist Mgmt.: Kenneth Reeves.
US Reps.: Central Sound, Select-O-Hits (TN); Spring Arbor (MI); Salisbury Dist. (MD); M.S. Dist. (IL).
Int'l Reps.: Kingsway Music (UK).
Redeye Records, PO Box 62, Saint Joseph, MO, 64502, (816) 233-6778, (816) 593-2353. Pres.: W.D. Morgan; Vice Pres.: Jeffrey Battle; A&R: Robert B. "Buck" Orr; Mktg./Admin. Asst.: Cecelia Sten.
Label(s): (Owned) Redeye.
Redwood Records/Redwood Cultural Work, 1222 Preservation Pkwy., Oakland, CA, 94612, (510) 835-1445. Fax: (510) 835-1459. Exec. Dir.: Susan Freundlich; Gen. Mgr.: Cynthia Frenz; Dir., Recording: Sue Brown.
US Reps.: Bayside (CA); D.N.A. (MA); Encore (CO); Silo (VT).
Reference Recordings Ltd., 580 Crespi Dr., Unit I, Pacifica, CA, 94044, (415) 355-1892. Fax: (415) 355-1949. Pres.: J. Tamblin Henderson, Jr.; Mktg. Dir.: Marcia Gordon Martin; Technical Dir.: Keith O. Johnson.
Label(s): (Owned) Reference Mastercuts, Reference Recordings.
US Reps.: Encore (CO); Titus Oaks (CT).
Rego Irish Records, Tapes & Videos, 64 New Hyde Park Rd., Garden City, NY, 11530, (800) 854-3746. Fax: (516) 354-7768. Pres.: Patrick Noonan; Mgr.: Vincent Mitchell.
Label(s): (Owned) Colleen, Rebo.
Reiter Records Ltd., 308 Penn Estates, East Stroudsburg, PA, 18301, (717) 424-9599. Pres.: Andrea B. Reiter; Vice Pres. A&R: Tito Batista; Vice Pres. Business Aff.: Stewart Rosenblum.
Release Records, PO Box 234, Saint Louis, MO, 63166. Pres.: Bob J. Bax; Exec. Vice Pres./Mktg.: Paul J. Bax.
Label(s): (Owned) Blue Brass, Release.
Relic Record Productions, Inc., PO Box 572, Hackensack, NJ, 07602, (201) 342-6475. Fax: (201) 342-5954. Co-Owners: Donn Fileti, Edward Gries.
Label(s): (Owned) Relic, (Distributed) Clifton, Crystal Ball.
Relix Records, Inc., PO Box 98, Brooklyn, NY, 11229, (718) 258-0009. Pres.: Leslie D. Kippel.
US Reps.: RED, Alliance Group (NY); Rounder (MA).
Renegade Records, 814 Conti St., New Orleans, LA, 70112, (800) 800-0550. Pres.: Steve Valentino; A&R: David Valentino.
Reprise/Warner, 3300 Warner Blvd., Burbank, CA, 91510, (818) 953-3750. Fax: (818) 953-3211. Pres.: Lenny Waronker; Sr. Vice Pres. Mktg./Promo: Russ Thyret; Sr. Vice Pres. Black Music Mktg.: Ray Harris; Sr. Vice Pres./Dir. Promo: Rich Fitzgerald.
Reprise Records (Warner Brothers Records), 20 Music Sq. E., Nashville, TN, 37203, (615) 320-7525. Fax: (615) 327-4252. Pres.: Jim Ed Norman; Vice Pres., Sales: Neal Spielberg.
Reptile Records, PO Box 121213, Nashville, TN, 37212, (615) 331-7400. Pres./A&R: Scott Tutti; Promos.: Sunny Richards.
Label(s): (Owned) Reptile Records.
US Reps.: Select-O-Hits, Music City Rec. Dist., United (TN); Venus (NY).
Resounding Records, 3001 S. Federal Blvd., Denver, CO, 80236, (303) 331-2414. Pres.: Rich Harris.

- Restless Records**, 1616 Vista Del Mar, Hollywood, CA, 90028, (213) 957-4357. Fax: (213) 957-4355. Chrmn.: William Hein; Pres.: Joe Regis; Dir., Nat'l Publicity: Michelle Roche; Mktg. Mgr.: Lyndsey Parker; Int'l/Bus. Affairs: David Gerber; Promo/Mktg.: Rich Schmidt; A&R/Publicity: Liz Garo; Sales: Glen Fichtenberg. Label(s): (Owned) Restless, (Distributed) Clean, Hot, K.K., Medium Cool, On-U Sound, Red Decibel, Spanish Fly, Twin/Tone, Vengeance. US Reps.: A.D.A. (CA).
- Int'l Reps:** Cargo (Canada); Shock (Australia); Toy's Factory (Japan); Roadrunner (Brazil); Vital (UK); Alternation/Intercord (Germany); Media 7 (France); MNW (Scandinavia); Caroline (Spain); Dischi Ricordi (Italy); Play It Again (Benelux); Echo (Austria); C.O.D. Tuxedo (Switzerland); Penguin (Greece).
- Resurgent Music**, 146 S. Main St., Ste. 212, Orange, CA, 92668, (714) 939-1361. Fax: (714) 634-3926. Owner: Dan St. Marselle. Label(s): (Owned) Resurgent Music, (Distributed) International. US Reps.: Bayside (CA).
- Retrieve Records**, PO Box 1002, Asbury Park, NJ, 07712, (908) 223-6676. Pres./Owner: David H. Miller. Label(s): (Owned) Retrieve.
- Reunion Records**, 2910 Poston Ave., Nashville, TN, 37203, (615) 320-9200. Fax: (615) 320-1734. Exec. Vice Pres.: Melinda Scruggs; Dir., A&R: Chris Smith; Vice Pres., Mktg.: Rob Birkhead; Dir., Sales/Dist./Int'l: Ben Howard.
- Revels, Inc. (Revels Records)**, 1 Kendall Sq., Bldg. 600, Cambridge, MA, 02139, (617) 621-0505. Fax: (617) 621-1709. Bus. Mgr.: William H. Scheick; Dir., Mktg.: Kay Dunlap. US Reps.: D.N.A. (MA); Silo (VT).
- Revere Records**, 3479 NW Yeon Ave., Portland, OR, 97210, (503) 228-9430. Fax: (503) 228-5039. Pres.: Morris McClellan; Vice Pres.: Lewis Ross; CFO: Eleanor Ross. Label(s): (Owned) Revere, (Distributed) Earthtunes, MSP, Magic Music, Phileo, Soulo. US Reps.: Music Design, Silo, Real to Reel, Lifedance.
- Revonah Records**, Rte. 17 Quickway, Ferndale, NY, 12734, (914) 292-5965. Fax: (914) 292-2313. Owner: Paul Gerry; Gen. Mgr.: Patricia Gerry. Label(s): (Owned) Quickway Recording, Revonah, Studio 17, Tel-EVue.
- Rhino Entertainment Co.**, 10635 Santa Monica Blvd., 2nd Floor, Los Angeles, CA, 90025, (310) 474-4778. Fax: (310) 441-6575. CFO: Colin Beef; Pres.: Richard Foss; Sr. Vice Pres., Opns.: Brian Schuman; Sr. Vice Pres. A&R: Gary Stewart; Sr. Vice Pres., Mktg.: Neil Werde; Managing Dir.: Harold Bronson; Dir., Int'l Mktg.: Peter Pasternais; Vice Pres., Legal/Bus. Affairs: Robert Emmer. Label(s): (Owned) Forward, Rhino.
- Rhythm Safari**, 6430 Sunset Blvd., Ste. 900, Hollywood, CA, 90028, (213) 467-0151. Fax: (213) 856-4204. Pres.: Hilton Rosenthal; Mgr., Label Opns.: Magda Summerville. Label(s): (Owned) Rhythm Safari. US Reps.: Priority (CA).
- Rhythms Productions/Tom Thumb Music**, 8869 Venice Blvd., Los Angeles, CA, 90034, (310) 836-4678. Pres.: Ruth S. White; Vice Pres.: David O. White; Gen. Mgr.: Marjory W. Gandelman. Label(s): (Owned) Rhythms Productions, Tom Thumb, Watch Me Grow. Int'l Reps.: MARQFed Int'l (Philippines).
- Rice Records**, 1808 West End Bldg., Ste. 825, Nashville, TN, 37203, (615) 242-2461. Fax: (615) 327-0371. CEO: Jimmy Key; Pres.: Jack J. Key. Label(s): (Owned) Rice.
- Fred Rice Productions**, 48-780 Eisenhower Dr., La Quinta, CA, 92253, (619) 564-0559. Pres.: Fred Rice; Sec./Treasurer: Dorothy Rice; Sales Mgr.: Robert Rice. Office(s): PO Box 643 48-780 Eisenhower Dr., La Quinta, CA, 92253, (619) 564-4823. Pres.: Fred Rice. Label(s): (Owned) Amazing Grace Music, Startime Music, Western Americana, Yo-Yo Music.
- Richardson Records**, 1938 Baltimore Annapolis Blvd., Annapolis, MD, 21401, (410) 757-3733. Pres.: Charles A. Richardson. Label(s): (Owned) Richardson.
- Rico Records/Combo Records**, 747 Tenth Ave., New York, NY, 10019, (212) 247-6330. Fax: (212) 956-7554. Pres., A&R: Ralph Cartagena; Vice Pres.: Lisa Cartagena; Nat'l Radio Promo. Dir.: Derek Cartagena; Sales Dir.: Jose Luis Alvarez; Sales Reps.: Edwin Aviles, Fred Hernandez; Vice Pres./Nat'l Promo.: Derek Cartagena; Nat'l Sales Dir./A&R: Lisa Cartagena; A&R/Urban Div. Dir.: Jeffrey Cartagena. Label(s): (Owned) Canam, Combo, Hi-Tone, Mega, Neliz, Rico, Solo, Spanoram, (Distributed) Heaven. Int'l Reps.: Combo (PR); Discos Musart (Mexico); Sonolux (Colombia); Discos Manzana (Spain); OM Productions (Panama); Rica Discos (Netherlands); Clave Music (Switzerland); Disques Concord (France); Musica Tropical (Germany); Sweet Coco (Japan); Sica Peruana (Peru); Discorona (Venezuela).
- Ricochet Records Ltd.**, PO Box 587, Farmingville, NY, 11738, (516) 472-1219. Pres.: Andy Marvel.
- Ridge Runner**, 84 York Creek Dr., Driftwood, TX, 78619, (512) 847-8605. Fax: (512) 847-8833. Owners: Slim Richey, Francie Jo White. Label(s): (Owned) Flying High, Grass Mountain, Ridge Runner, Tex Grass.
- Riot Records**, 3210 21st St., San Francisco, CA, 94110, (415) 282-3600. Fax: (415) 282-1476. Chrmn.: Joel S. Turtle; Pres.: Ralph Tashjian; Vice Pres., A&R: Greg Kihn; Vice Pres., Promo/A&R: Greg Laniam.
- Ripete Records, Inc.**, 1111 S. Main St., Elliott, SC, 29046, (803) 428-3358. Fax: (803) 426-6434. Pres.: Marion E. Carter; Vice Pres.: Peter N. Smolen; Bus. Affairs: Karen F. Carter; Accts. Mgr.: Michael A. Farver. Label(s): (Owned) Carlen, Gold Nuggets, Retroactive, Ripete, Volume, (Distributed) Gold Coast, Rockin Robin. US Reps.: Select-O-Hits (TN); Big State (TX); Best Buy, Tracks/Blockbuster (GA).
- Ripsaw Record Co.**, 4545 Connecticut Ave. NW, Ste. 805, Washington, DC, 20008, (202) 362-2286. Pres.: Jonathan Strong. Label(s): (Owned) Ripsaw.
- Rising Sleeves Music**, Box 11181, Berkeley, CA, 94701, Owner: Joe Miller. US Reps.: Kicking Mule (CA), The Direct Co. (CT), Better Music Co. (CA), Batside Dist. (CA).
- Rising Sun Records**, 4 Van Devenille Rd., Great Barrington, MA, 01230, (413) 528-1953. Fax: (413) 528-1958. Pres.: Arlo Guthrie; Vice Pres.: Jackie Guthrie; Dist./Promo.: Sue Devine. Label(s): (Owned) Rising Sun.
- Rising Star Records/Publishers**, 710 Lake View Ave. NE, Atlanta, GA, 30308, (404) 872-1431, (800) 247-3108. Fax: (404) 872-3104. Pres.: Barbara Z. Taylor; Vice Pres.: Marcia G. Shein; Promo/Artist Devel.: Lyndell Massengale. US Reps.: New Leaf (GA); Music Design (WI); Mill City (MN); Bassin (FL); Valley, Pyramid Dist. (CA); White Swan (CO). Int'l Reps.: New Sounds (Italy); Serenity Sound Dist. (Canada); Oasis (Spain).
- Rite-Off Records**, 412 N. Orange St., Sellingsgrove, PA, 17870, (717) 374-0696. Fax: (717) 374-0858. Gen. Mgr.: Terry Selders. US Reps.: Sharktooth (PA).
- River Music, Inc.**, Rt. 175, Blue Hill Falls, ME, 04615, (207) 374-2208. Fax: (207) 374-2082. Pres./A&R: Paul D. Sullivan; Vice Pres.: Jillson Knowles; Promos.: Lisa M. Farrar. Label(s): (Owned) River Music. US Reps.: CRD (CA); Twinbrook (NY); Music Design (WI); Silo (VT).
- River North Records**, PO Box 25147, Nashville, TN, 37202, (615) 327-0770. Fax: (615) 327-0011. Pres.: Joe Thomas; Vice Pres./Gen. Mgr.: Eddie Mascolo; Vice Pres./Promo/Artist Devel.: Bobby Young; Project Coord.: Michelle Brown.
- River Records**, 800 SW Jefferson Ave., Peoria, IL, 61605, (309) 673-0075. Pres.: Ron C. Volz; Vice Pres. A&R: D. Scott Kramer; Sales/Promo.: Jennifer Florida; Mktg.: Kevin Tompkins. Int'l Reps.: Christian Mktg. Canada Unlimited (Canada); GMI Music Partners BV (Europe); Christian Mktg. New Zealand (New Zealand); Christian Mktg. Pty. Ltd. (Australia); Marantha (South Africa).
- Rivera Records**, PO Box 1848, Orange, CA, 92668, (714) 639-0400. Fax: (714) 639-7523. Owner: Bob Rivera. US Reps.: City Hall (CA).
- Road Records**, 1024 16th Ave. S., Nashville, TN, 37203, (615) 742-4780. Fax: (615) 742-4787. Pres.: Jim Femino; Vice Pres.: Mike Moore; Dir., A&R: Mieke Appel; A&R Rep.: Becky Badgett. Label(s): (Owned) Road.
- Roadrunner Records**, 536 Broadway, New York, NY, 10012, (212) 219-0077. Fax: (212) 219-0301. Pres.: Cees Wessels; Vice Pres./Gen. Mgr.: Doug Keogh; Dir., Mktg.: Derek Simon; Dir., Artist Devel.: Scott Givens; Dir., Artist Devel.: Peter Cooper; Dir., Sales: Jim Salby; Dir., A&R: Howie Abrams; Dir., A&R: Jeff Pachman; Publicity: Susan Marcus; A&R Radio Promo: Mark Abramson; Retail Promo: Bob Johnson; W. Coast Promo: Kathie Reed; SE Promo: Susan Brown; Midwest Promo: Michael Rivers. US Reps.: RED (NY).
- Rock Dreams**, 364 Route 33, Mercerville, NJ, 08619, (609) 890-0808. Fax: (609) 588-8945. CEO: John Cardarelli; Mgr.: Robert Belviso; Buyers: James Minelli, John Bates. Label(s): (Owned) Rock Dreams.
- Rocky Mountain Records & Tapes**, 2525 Arapahoe Ave., Ste. C200, Boulder, CO, 80302, (303) 442-5630.
- Rococo Records, Inc.**, PO Box 695, Seal Beach, CA, 90740, (310) 594-6641. Fax: (310) 594-0041. Pres.: Rocco Spagnola; Dir., A&R: Kookie Wrigley, Jr.
- Rodell Records, Inc.**, 1750 E. Deere Ave., 2nd Floor, Santa Ana, CA, 92705, (213) 960-9447, (714) 531-5786. Fax: (714) 474-7954. Pres.: Adam Rodell. Label(s): (Owned) Club of Spade, Rodell.
- Rodven**, 3191 Coral Way, Ste. 110, Miami, FL, 33145, (305) 442-7273, (305) 592-7055. Fax: (305) 445-7434. Vice Pres./Gen. Mgr.: Oscar Lord; Exec. Vice Pres.: Jose Martinez. Office(s): 10715 Guldale, Ste. 275, San Antonio, TX, 78216, (210) 342-9574. Fax: (210) 342-3917; 6255 Sunset Blvd., Ste. 606, Hollywood, CA, 90028, (213) 469-9565. Fax: (213) 469-9938; 1707 69th St., Ste. 317, North Bergen, NJ, 07087, (201) 868-2696. Fax: (201) 868-3197; 1607 Ave. Ponce De Leon, Ste. 109, Santurce, PR, 00909, (809) 725-6976. Fax: (809) 725-9253. Label(s): (Owned) RTP, (Distributed) Love, Sonorodven, Tejano Discos, Unico, WEA Int'l Latin.
- Roesch Records**, 25-13 Old Kings Hwy. N., Ste. 272, Darien, CT, 06820, (203) 838-5023. Fax: (203) 838-0337. Owner: Joe Roesch; Vice Pres.: Sable Roesch. US Reps.: Twinbrook (NY); City Hall (CA); Rock Bottom (FL); Action (OH).
- Roll On Records**, 112 Widmar Pl., Clayton, CA, 94517, (510) 672-8201. Contact: Edgar J. Brincat.
- Rooster Blues Records**, 232 Sunflower Ave., Clarksdale, MS, 38614, (601) 627-2209. Fax: (601) 627-9861. Co-Owners/Producers: Jim O'Neal, Patricia Johnson; Vice Pres., Mail Order Sales: Julie Buchanan; Vice Pres., Design/Catalogue Dept.: Colin Buchanan. Label(s): (Owned) Okra-Tone, Rooster Blues, (Distributed) Airwax, Southern Culture, Wilco. US Reps.: Rounder Records (MA).
- Roper Records, Inc.**, 45-15 21st St., Long Island City, NY, 11101, (718) 786-2401. Pres.: Franc Perl. Label(s): (Owned) Roper.
- Rosemary Melody Line Records**, PO Box 1078, Vineland, NJ, 08360, (609) 696-0943. Pres.: Dennis Link; A&R: Greg Giannascoli; Mktg.: Jay Wilson. Label(s): (Owned) Wind Rose.
- Rotten Records**, PO Box 2157, Montclair, CA, 91763, (909) 624-2332. Fax: (909) 624-2392. Pres.: Ron Peterson; Vice Pres.: Spike Cassidy; Press/Video Promo. Mgr.: Cheryl Zazlow, Radio/Retail Promos. Mgr.: Mark Marshall.
- Rough Luxury**, 1156 Forest Ave., New York, NY, 10458, (718) 617-4783. Fax: (718) 617-4832. A&R: C. McRae. Label(s): (Owned) New World Order.
- Roughrider Entertainment, Inc.**, PO Box 56742, Sherman Oaks, CA, 91413, (818) 995-3468. Fax: (818) 995-7342.
- Round Flat Records**, 63 Lennox Ave., Buffalo, NY, 14226, (716) 838-2544. Fax: (716) 838-2544. Pres.: Curt Ippolito.
- Round River Records**, 301 Jacob St., Seekonk, MA, 02771, (508) 336-9703. Fax: (508) 336-2254. Pres.: Deborah Block; Vice Pres.: Bill Harley; Office Mgr.: Jane Bendavid. Label(s): (Owned) Round River. US Reps.: Alcazar (VT); A&M (CA).
- Round Robin Records**, 101 Hurt Rd., Hendersonville, TN, 37075, (615) 824-5900. Fax: (615) 824-8800. Pres.: Jim Pierce. Label(s): (Owned) Round Robin, Strawberry, Strawberry.
- Rounder Records Group**, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owners: Marian Leighton Levy, Bill Nowlin, Ken Irwin; Gen. Mgr.: Duncan Browne; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul; Contact: Michael Dunford. Office(s): PO Box 17 04 42, Frankfurt am Main, D-60078, Germany. Dir.: Gotz A. Wornier, 8-14 St. Pancras Way, London, NW1 0QG, United Kingdom. Dir.: Nick Gold. Label(s): (Distributed) American Clave, Black Top, Bullseye Blues, Clean Cuts, Corason, Daring, Heartbeat, Lucky Seven, Messidor, Rooster Blues, Tone Cool, Varrick, World Circuit.
- Rowena Records**, 195 S. 26th St., San Jose, CA, 95116, (408) 286-9840. Fax: (408) 286-9845. Owners: Gracie J. O'Neal, Jeannine O'Neal. Label(s): (Owned) Rowena.
- Royal Records**, PO Box 5368, Buena Park, CA, 90622, (714) 522-2383. Pres.: Jerry Smith. Label(s): (Owned) Melodee Music, Royal, Royal King Music, Royal Recording Co., Royal Records of America, Royal Records Int'l.
- Ruby Red Records**, 13126 Trail Hollow Dr., Houston, TX, 77079, (713) 781-5313. Producer: C. Lee Johnson.
- Rumrunner Records**, PO Box 11841, Fort Lauderdale, FL, 33339, (305) 561-4883. Fax: (305) 537-9048. Pres.: Greg Aliferis.
- Run River Records**, 2801 Rodeo Rd., Ste. B-570, Santa Fe, NM, 87505, (505) 438-8022. Fax: (505) 473-4718. Pres.: Larry Feinstein.
- Rural Rhythm Records**, 6012 N. Agnes Ave., Temple City, CA, 91780, (818) 286-9188. Pres.: Sam Passamano, Jr. Label(s): (Owned) Rural Rhythm. US Reps.: Uncle Jim's (CA).
- Rustron Music Productions**, 1156 Park Ln., West Palm Beach, FL, 33417, (407) 686-1354. Exec. Dir.: H. Rusty Gordon; Dir., A&R/Creative: Ronald Caruso; Bus. Mgr.: Davilyn Whims; Studio Dir.: Kevin Reeves. Office(s): 33 Whittier, Poets Corner, Hartsdale, NY, 10530, (914) 761-3025. Label(s): (Owned) Rustron, Whimsong, (Distributed) Atma Spheres, Benthic, Black Dog, CMR, C & S, Catalyst, Cosmic Wood, Florida Daze, GBP (Gary Barth Prods.), GJP (Gordon Johnson Prods.), Marcus, Mermaid, Moon Fox, PRMC, RCP, RVP, Road House, Shock, Silver Stream, Soul Inspiration. US Reps.: Lady Slipper (NC); Alhambra (FL). Int'l Reps.: Sonoeit, FM Cintos y Discos (Colombia).
- Ruthless Records**, 21860 Burbank Blvd., Ste. 100, Woodland Hills, CA, 91367, (818) 710-0060. Fax: (818) 710-1009. Pres.: Eric Wright; Gen. Mgr.: Jerry Hutter; Asst. to Gen. Mgr.: Gary Ballen; A&R Rep.: Terry Helier.
- Rutledge Records**, PO Box 526, Fort Lauderdale, FL, 33302, (305) 584-0237. CEO: Johnnie Rutledge; Corp. Exec./Vice Pres.: Bonny Rutledge.
- Rykodisc**, Pickering Wharf, Bldg. C, Salem, MA, 01970, (508) 744-7678. Fax: (508) 741-4506. Pres.: Don Rose; Vice Pres.: Sales/Mktg.: Bob Carlton; Dir., Mktg.: John Hammond; Prodn. Mgr.: Traci Swartz; Dir., Promo.: Michael Sylvia; Dir., Publicity: Carrie Syngen. Office(s): 530 N. Third St., Minneapolis, MN, 55401, Vice Pres./CFO: Robert Simonds, Dir., Sales: Jim Bradt; Suburban Sq., Ste. 500, Ardmore, PA, 19003, Vice Pres. Bus. Affairs: Arthur Mann, Dir. Bus. Affairs: Paul Dickman. Label(s): (Owned) Gramavision, Hannibal, Speedo, (Distributed) Tried & True. US Reps.: The REP Co. (MN).

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- SFL Tapes & Discs**, PO Box 120316, Nashville, TN, 37212, (615) 356-4684. Fax: (615) 356-4666. Pres.: John Lomax, III. Label(s): (Owned) SFL.
Int'l Reps.: Massive Records (Australia).
- SRI Records Group**, 120 Golden Isles Dr., Hallandale, FL, 33009, (305) 458-1225. Fax: (305) 458-2208. Pres.: Shelly Liebowitz; Vice Pres., A&R: Stan Silverberg; Dir., Promo.: Dennis McSherry; Dir., Acquisitions: Peter Marino. Office(s): 205 1/2 S. Doheny Dr., Beverly Hills, CA, 90211, (310) 275-6819. Fax: (310) 275-3777. Vice Pres., W. Coast: Stan Silverberg; 49 W. 24th St., New York, NY, 10010, (212) 727-1114. Fax: (212) 633-9017. Dir., NY Office: Steven Stein. Label(s): (Owned) CMS Music, Flamingo, SRI, (Distributed) Bergetta Music, Santa Fe.
US Reps.: SRI Dist.
- S T T**, PO Box 1, Lawndale, CA, 90260, (310) 430-2077. Fax: (310) 430-7286. Owner: Greg Ginn; Label Mgr.: Ron Coleman; Publicist: Andy Dunkley.
Label(s): (Owned) Cruz, Issues, New Alliance, SST.
- S.W. & A. Associates, Co.**, 953 Highway 51, Madison, MS, 39130, (601) 856-7468. Fax: (601) 856-7468. Style Wooten. Label(s): (Owned) Pretty One, Recording Cooperative, S.W. & A., Style, Styleway, Thee One, Wooten.
- Sabteca Records**, PO Box 10286, Oakland, CA, 94610, (510) 465-2805. Pres.: Bernard D. Herring; Mktg.: Duane Herring; A&R: Sean Herring.
Label(s): (Owned) Andre Romare.
- Sage Arts**, 14311 Stehr Rd., Arlington, WA, 98223, (206) 691-5203. Bus. Mgr.: Warren Argo; Office Mgr.: Kelly O'Brien; Contracts Officer: Cindy Hartman.
- Sahara Records & Filmworks Int'l**, 117 W. Harrison Bldg., Dept. S-627, Chicago, IL, 60605, (800) 874-5799. Fax: (312) 549-9007. Pres./CEO: Edward De Miles; A&R Dir.: Greg Payne; Vice Pres./Mktg.: Dwayne Woolridge.
Label(s): (Owned) Sahara, Sahara Dance Tracks, Sahara Jazz.
US Reps.: EDM-Sahara (IN).
- SalSoul Records**, 16 E. 40th St., New York, NY, 10016, (212) 951-3029. Fax: (212) 951-2332. Int'l A&R: Glen LaRusso. Label(s): (Owned) Bethlehem Jazz, Double J, SalSoul.
- San Juan Music Group Ltd.**, 499 Ernsford Rd., Parlin, NJ, 08859, (908) 727-7200. Fax: (908) 727-7240. Pres.: Jay Chernow; Vice Pres.: Michael Chernow; Sec./Treasurer: Eileen Chernow.
- Sand Hand Records, Inc.**, 3703 Edgewood Rd., Baltimore, MD, 21215, (301) 542-2583, (301) 466-0188. CEO, Pres.: D. Christopher Johnson; Vice Pres.: Dana Johnson; P.R. Pres.: Avis Johnson; A&R Pres.: Brad C. Kapton; Vice Pres. A&R: Christopher David.
Label(s): (Owned) Sand Hand Jazz, Ltd., (Distributed) Christopher David III Prods., Unisex + 6.
- Sanity Check Music, Inc.**, 611 Manassas Ave., Front Royal, VA, 22630, (703) 636-7587. Pres.: Blue; Pres. B.S.C.: Erik Mielzarek; Publicist: Amy Jett.
Label(s): (Distributed) American, B.S.C.
- SARG Records**, 311 E. Davis St., Luling, TX, 78648, (210) 875-3350. Fax: (210) 875-9362. Owner: Charlie Fitch.
Label(s): (Owned) Double A, Rattler, SARG.
- Saturn Records**, 1 Dornmont Sq., Pittsburgh, PA, 15216, (412) 343-5222. Fax: (412) 341-0889. Pres.: Tom Cossie; Opns. Mgr./A&R: Jim Quinn; Int'l A&R: Otto Neuber; Admin.: Karin Tomcik.
Label(s): (Owned) Prime Time, (Distributed) Culture Clash.
US Reps.: Saturn Records (PA).
- Savoy Records**, 1123 Broadway, Ste. 507, New York, NY, 10010, (212) 529-3155. Fax: (212) 677-3229. Exec. Dir.: Rev. Milton Bigham; Dir. Nat'l Promos.: Teresa Hairston.
- Scarface Records**, 1611 Telegraph Ave., Ste. 602, Oakland, CA, 94612, (510) 834-9188. Fax: (510) 834-9186.
- Scene Productions/Purple Haze Music**, PO Box 1243, Beckley, WV, 25802, (304) 252-4836. Pres.: Richard L. Petry; A&R Dir.: Carol Lee.
Label(s): (Owned) Country Bridge, Rising Sun.
- Don Schafer Promotions, Inc.**, Rt. 1, PO Box 11, West, TX, 76691, (817) 826-4500. Exec. Dir.: Don Schafer; Pub. Rel. Dir.: Rob Landrum; Professional Mgr.: Bobby Schofer; Agent: Greg Picha.
- Jan Scobey's Hot Jazz**, 10755 Bachelor Valley Rd., Witter Springs, CA, 95493, (800) 872-6239. Fax: (707) 275-2777. Pres./Owner: Jan Scobey; Mgr.: Eugene Paleno.
Label(s): (Owned) Jansco, Ragtime, (Distributed) Goodtime Jazz, Heritage, Stomp Off.
- Score Productions, Inc.**, 3353 Peachtree Rd., Ste. 220, Atlanta, GA, 30326, (404) 266-8990. Fax: (404) 266-8683. Pres.: Robert A. May; Exec. Vice Pres.: John Schneider; Exec. Vice Pres., Special Markets: Michael Mjehovich; Acct. Supvr.: Gary Eaton.
Label(s): (Owned) Buckhead Music & Film, The Comedy Label, Small Wonder, (Distributed) Brunswick.
US Reps.: Wood Knapp & Co. (VA).
- Scorpio Music, Inc.**, 2500 E. State St., Trenton, NJ, 08619, (609) 890-6000. Fax: (609) 890-0247. Pres.: John Gervasoni; Gen. Mgr.: Steven Parelman.
- Scott Associates**, 7 Linda Ln., Plainville, NY, 11803, (516) 938-2329. Pres.: Scott Edward; A&R Dir.: Lisa Edward.
- Scott Brothers Records**, 2114 Pico Blvd., Santa Monica, CA, 90405, (310) 450-3193. Fax: (310) 452-9053. Chrmn.: Anthony J. Scotti; Pres.: Myron Roth; Exec. Vice Pres.: Ben Scotti; Pres./Street Life Records: Chuck Gullo; Pres., Int'l: Johnny Musso.
Label(s): (Owned) Rock 'N' Roll, Street Life.
- Scrutchings Music**, 429 Homestead St., Akron, OH, 44306, (216) 733-8529. Pres.: Walter E. L. Scrutchings.
- Sea Breeze Record Co.**, PO Box 11267, Glendale, CA, 91226, (818) 242-2093. Owner: Danny Behar; Prodn. Mgr.: Robert Coomber; Promo. Mgr.: Alex Iles.
Label(s): (Owned) Night Life, Walrus.
- Sea Cruise Productions, Inc.**, PO Box 1675, Gretna, LA, 70054, (504) 392-4515. Fax: (504) 392-4512. Pres.: Ken Keene; Vice Pres.: Frankie Ford.
Label(s): (Owned) Briarmead, Burlap, (Distributed) Stardust.
- Secret Records**, 545 Eighth Ave., Ste. 401, New York, NY, 10018, (212) 330-0422. Contact: Jon Maye.
- Dave Segel Promotions**, 5948 Little Brook Way Dr., Columbus, OH, 43232, (614) 755-9996. Fax: (614) 755-9435. Pres.: Dave Segel.
- Select Records**, 16 W. 22nd St., New York, NY, 10010, (212) 691-1200. Fax: (212) 691-3375. Pres.: Fred Munao; Vice Pres./Gen. Mgr.: Ed Simek; Vice Pres., Mktg./Promo.: Wyatt Cheek.
Label(s): (Owned) Active, Select, Select Street.
- Select of San Francisco**, PO Box 880761, San Francisco, CA, 94188, (415) 824-2435. Pres.: Raymond B. Simmons.
- Selig Productions, Inc.**, 1243 College Ave., Ste 1, Bronx, NY, 10456, (718) 992-1482. Fax: (718) 992-1521. Pres.: Tyrone C. Giles; Managing Dir.: Roberta Beckett; Rap A&R Dir.: Sean T. Penson; Rap A&R: Issac Clemente.
Label(s): (Owned) Mac Whirl, Selig.
- Ralph L. Seltzer**, 1751 Draper Valley Rd., Selma, OR, 97538, (503) 597-2161. Owner: Ralph Seltzer; Office Mgr.: M. Walther.
- Senator Records**, 818 18th Ave. S., Nashville, TN, 37203, (615) 242-1511. Fax: (615) 255-7200. Chrmn./CEO: Jack McFadden; Pres.: Stan Barnett; Vice Pres./Sec/Treas.: V.J. McFadden.
- Serene Sounds**, 1156 W. 103rd, Dept. 206, Kansas City, MO, 64114, (816) 942-6233. Owner: Ester Kreek.
- Serenity Records**, 180 W. 25th St., Upland, CA, 91784, (714) 981-2318. Fax: (714) 981-6986. Owner: Jim Moeller; Promos.: Ken Moeller.
Label(s): (Owned) Serenity, (Distributed) Li-Sem/Daniel Kobialka.
- Serpentine Records**, PO Box 1452, West Chester, PA, 19380, (610) 429-4672. Fax: (610) 429-4672. Managing Dir.: Lawrence Ough.
- ShadowLight Records**, 9900 Tagus St., Ste. 25, Pico Rivera, CA, 90660, (310) 699-2450. Fax: (213) 462-0556. Dir.: Ron Hart; Dir.: George Landress.
Label(s): (Owned) ShadowLight.
- Shake 'N' Bake Records, Inc.**, 111-58 145th St., Jamaica, Queens, NY, 11435, (718) 659-9631. Fax: (718) 659-6121. Pres.: Darnell Aiken; Exec. Vice Pres.: Anthony Anderson; Vice Pres.: Cynthia Aiken.
Label(s): (Owned) SAB, Shake and Bake.
- Shanachie Entertainment Corp.**, 37 E. Clinton St., Newton, NJ, 07860, (201) 579-7763. Fax: (201) 579-7083. Pres.: Richard Nevins; Gen. Mgr./A&R: Randall Grass; Exec. Vice Pres./Devel.: R. Wayne Martin; Nat'l Dir., Mktg.: Lee Goldstein.
Label(s): (Owned) Shanachie, Yazoo, (Distributed) Big Pop, Cachet.
US Reps.: Discos Top Hits (FL); Koch Int'l (NY).
Int'l Reps.: Larrikin, M.R. Acoustics (Australia); Music Box (Bermuda); World Music Sales (Canada); Topic, Shanachie Ent. (UK); Keltia Musique (France); Silk Road Music (Hong Kong); Sony Music Ent., JVC (Japan); Spartacus, La Ferie Del Disco (Mexico); Gallo (South Africa); Koch Int'l (Many Countries).
- Shaolin Film & Records**, 860 E. 500 South, Ste. 15, Salt Lake City, UT, 84102, (818) 595-1123. Pres.: Sifu Richard O'Connor; Vice Pres., A&R: Michelle McCarty; Tour Mgr.: Dave Hart.
Label(s): (Owned) Shaolin Communications, Shaolin Film & Records, Shaolin Records.
- Sharon Productions, Inc.**, 10556 Annwood Rd., Lake View Terrace, CA, 91342, (818) 890-0730, (818) 890-0977. Fax: (818) 899-4457. Pres./CEO: Joe Jones, Sr.; Owner: Dwayne Jones; Mgr/Mktg. Sales: Jennifer Jones; Mgr/A&R: Keith Jones, Ronald Jones; Dir.: Marion Jones; Talent Coord.: Detra Jones.
Office(s): 2114 New Orleans St., New Orleans, LA, 70119, (504) 944-6075. Contact: Deborah Jones; 2635 DeSoto St., New Orleans, LA, 70119, (504) 944-7447. Contact: Jennifer Jones.
Label(s): (Owned) Joe Fee, Fonky Stuff, Joe Jones, K-Dee-Dee, M&J, New Orleans, Old School Alternative.
- Sheffield Lab, Inc.**, 1253 Coast Village Rd., Santa Barbara, CA, 93108, (805) 969-4744. Fax: (805) 969-5640. Chrmn. of the Board: Doug Sax; Pres.: Oscar Ciernie; Artistic Dir.: Lincoln Mayorga; Sales Promo/A&R: Tom Volpe.
Label(s): (Owned) Sheffield Lab.
- Shining Eagle Records**, 808 Alamo Dr., Ste. 007, Vacaville, CA, 95688, (707) 437-6228. Fax: (707) 447-7706. Pres., Vocal Div.: Danny Byrum; Pres., Instrumental Div.: David Belt; Vice Pres., Instrumental Div.: Susan Belt; Vice Pres., Vocal Div.: Angela Byrum.
Label(s): (Owned) Shining Eagle, (Distributed) New Season.
US Reps.: New Day Christian Dist. (TN); DSM Producers (NY).
- Shoestring Records**, 1907 Central, Alton, IL, 62002, (618) 465-5619. Fax: (618) 465-7585. Pres./A&R: Howard E. Neal; Vice Pres.: Olivia Neal.
Label(s): (Owned) Shoestring, (Distributed) Nikeda.
- Shore Records**, 2601-21 Cross Point Cir., Matthews, NC, 28105, (908) 888-1846, (704) 535-7672. Fax: (908) 888-1846. Dir., A&R: Paul A. Bonanni; Bus. Aff.: Lawrence Bonanni;
- Promos.: Christopher Barry; Admin.: Debbie Malysa.
Label(s): (Owned) Shore.
- Showtime**, 513 14th St. NE, Washington, DC, 20002, (202) 397-6952. Exec. Pres.: C. Ables; Gen. Mgr.: B. Salles.
Label(s): (Owned) Nice Sounds.
- Sierra Records**, PO Box 5853, Pasadena, CA, 91117, (818) 355-0181. Fax: (818) 793-5753. Pres.: John M. Delgatto; Mgr.: Dana Thorin.
Label(s): (Owned) Sierra, Sierra Classical, (Distributed) Ranch.
- Silo, Inc.**, S. Main St., Waterbury, VT, 05676, (802) 244-5178. Fax: (802) 244-6128. Pres.: Joan Pelton; Sales/Mktg. Dir.: Arnie Ginsburg; Opns. Dir.: Bill Martin; Sr. Sales Rep.: Dave Lovald.
- Silver City Records, Inc.**, PO Box 463, Mountain Home, PA, 18342, (717) 595-2247. Fax: (717) 595-9220. Pres.: Peter Giustra.
Label(s): (Owned) Silver City, Silver City Music Group, Storyville.
US Reps.: Laurie (NY).
- Int'l Reps.**: BMG (Europe); Sony Music (Canada).
- Silver Wave Records**, PO Box 7943, Boulder, CO, 80306, (303) 443-5617. Fax: (303) 443-0877. Pres.: James Marienthal; Dir., Promo.: Greg Fisher; Fin. Mgr.: Mary Lowery; Sales Mgr.: Justine Ketola.
US Reps.: Alliance Ent. Corp. (CT); Big State (TX); City Hall (CA); Encore Dist. (CO); MS Dist. (IL); Select-O-Hits (TN); Silo (VT).
- Int'l Reps.**: Apra Folk (Spain); Eleusis (France); MR Acoustics (Australia); Renaissance (Taiwan); 99 Records (Germany); Universal Records (Philippines); Select (UK); Street Legal (New Zealand).
- Sin-Drome Records Ltd.**, 21520 Strathern St., Canoga Park, CA, 91304, (818) 884-4888. Fax: (818) 884-3222. Pres.: Henry Marx; Vice Pres./Gen. Mgr.: Linda Fine; Finance/Export Mgr.: Carol Shampine.
Label(s): (Distributed) CGR Productions, VIE.
- Sire Records**, 75 Rockefeller Plz., 21st Fl., New York, NY, 10019, (212) 275-4560. Fax: (212) 581-6416. Pres.: Seymour Stein; Vice Pres. A&R: Joe McEwen; Label Mgr.: Sandy Alouete; Gen. Mgr.: Karen Rooney; A&R Mgr.: Risa Morley. Office(s): 3300 Warner Blvd., Burbank, CA, 91510, (818) 953-3305. Fax: (818) 953-3306. Vice Pres./Managing Dir.: Howie Klein.
- Sisters' Choice Recordings & Books**, 704 Gilman St., Berkeley, CA, 94710, (510) 524-5804. Fax: (510) 528-9342. Owner: Nancy Schimmel; Permissions/Orders: Ruth Pohlman; Publicity: Candy Forst.
Label(s): (Owned) Cassandra, Sisters' Choice.
US Reps.: Children's Small Press Collection (MI); Silo Music Dist. (VT).
- Six-One-Five Records**, PO Box 110829, Nashville, TN, 37222, (615) 776-2060. Fax: (615) 776-2181. Owner: Bill Wence.
Label(s): (Owned) Six-One-Five, Skyway.
- Slick Record Co.**, PO Box 653, Highland, TX, 77562, (713) 424-2235. Pres.: Slick Norris.
- Sky Records**, PO Box 724677, Atlanta, GA, 31139, (404) 419-1414. Fax: (404) 419-1230. Gen. Mgr./Dir., A&R: James Parker; Dir., Radio Promos.: Mike Kondo; Dir., Propaganda: Michelle Roche.
- Skylark Records**, 400 Kaywoody Ct., Raleigh, NC, 27615, (919) 870-1109. Fax: (919) 870-0720. Owner: Donald J. Grantham; A&R: Lenore H. Grantham.
- Skylite Records**, 512 Mansion Dr., Brentwood, TN, 37207, (615) 373-8300. Fax: (615) 373-1506. Pres.: Joel Gentry.
Label(s): (Owned) Christian Faith, Christian Folk, Master Sing, Skylite, Skylite Country, Temple.
- Smarty Pants Audio/Video**, 15104 Detroit Ave., Ste. 2, Lakewood, OH, 44107, (216) 221-5300. Fax: (216) 221-5348. COO/Pres.: S. Tirk; Vice Pres., Publicity: Andl Blain; Vice Pres., Mktg/Sales: R.G. Korp.
Label(s): (Owned) Kiddy Time Audio/Video, S.P.I. Audio, Smarty Pants Audio/Video, Smarty Time Audio/Video.
- Smash Records**, 727 N. Hudson St., Ste. 100, Chicago, IL, 60610, (312) 751-0020. Fax: (312) 751-2483. Pres.: Marvin Gleicher; Mktg.: Mike Egan.
US Reps.: Independent Label Sales (NY).
- Smithsonian Folkways Records**, 955 L'Enfant Plz. SW, Ste. 2600, MRC 914, Washington, DC, 20560, (202) 287-3424. Fax: (202) 287-3699. Dir., Mktg.: Brenda Dunlap; Curator: Anthony Seeger; A&R/Producer: Matt Walters; Music Licensing: Kevin Doran; Dir. Cass. Mail Order Div.: Dudley Connell.
Label(s): (Owned) Cook, Folkways, Paredon, Smithsonian/Folkways.
US Reps.: Koch Int'l (NY).
- Soaring Records**, 7474 NE Eighth Ct., Boca Raton, FL, 33487, (407) 391-0255. Pres./Sec./Treasurer: Marianne Stander; Vice Pres. A&R: M. Scott Stander.
- Socal Records**, 3175 Mt. Vernon Ave., Riverside, CA, 92507, (714) 788-8327. Pres.: Marshall Heaney.
- Sol Y Tierra Discos**, 1100 Montana Ave., Ste. 204, El Paso, TX, 79902, (915) 533-2463. Fax: (915) 541-1182. Pres.: Jose Sandoval; Vice Pres.: Juan A. Portillo; Vice Pres. Mktg./Pub. Rel.: Carlos Bruno Villanueva; Gen. Mgr.: Eduardo Gonzalez.
Label(s): (Owned) Tierra.
US Reps.: Sol Y Tierra Musica (TX).
- Solid Entertainment, Inc.**, 6201 Sunset Blvd., Ste. 200, Los Angeles, CA, 90028, Fax: (213) 962-0352. Chrmn./CEO: James Warsinske; Exec. Vice Pres.: Fred Fuster.
Label(s): (Owned) Solid, (Distributed) Lawless.
- Solution Discs & Tapes**, West Main & Broad, West Alexander, PA, 15376, (412) 484-7672. Pres.: K. D. Sparbanie; Mktg./Promo.: Marie Davis.

Sombrero Records, PO Box 121561, Nashville, TN, 37212, Pres.: Al Cantrell; Vice Pres.: Emily Cantrell.
Sonata Records Co., 4304 Del Monte Ave., San Diego, CA, 92107, (619) 222-3346, Pres.: Paul Di Lella; Vice Pres.: Joseph Di Lella; Radio/TV Promos.: Dean Long; Sales Dir.: Phil Jones; Dist. Mgr.: Helen Di Lella.
 Label(s): (Owned) Sonata.

Songs & Co., 601 Van Ness, Ste. E3125, San Francisco, CA, 94102, (415) 564-2400, Fax: (415) 564-6822, Artist/Owner: Pennie.
 Label(s): (Distributed) Kids Wisdom Prodn.
 US Reps.: Silo, Music For Little People, MS, Rock Bottom, Valley Records.

Sonic Sounds Miami, 14347 S.W. 142nd St., Miami, FL, 33186, (305) 255-9595, Fax: (305) 255-6301, Dir.: Stephen Lee; Dir.: Neville Lee; Dir.: Nicole Lee.

Sonido, Inc. (Fania), 112 W. 31st St. 4th Floor, New York, NY, 10001, (212) 967-3114, Fax: (212) 465-1828, Pres.: Jerry Massucci; Manager: Victor Gallo.

Sonora Records, Inc., 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280, Fax: (718) 761-6411, A&R Dir.: Robert Marino.

Label(s): (Owned) Aramis, Aramis Classics, Aramis Jazz, Sonora, Sonora Classics, Sonora Int'l, Sonora Jazz.

Sonority Records, Inc., 7701 Jervis St., Springfield, VA, 22151, (703) 354-1557, Pres.: Ray Disney.

Sonotone Music Corp., 4380 NW 128th St., Opa Locka, FL, 33054, (305) 688-7889, Fax: (305) 688-7896, Gen. Mgr.: William Marino.

Label(s): (Distributed) AKC, Codiscos, Dideca, Disco Fuentes, Discomoda, Discomoda, Discos Victoria, Musical Prodn., Sonarist, Sonografica, Velvet de Venezuela.

Sonrise Records, Inc., 25429 Malibu Rd., Malibu, CA, 90265, (310) 456-5482, Fax: (310) 456-7886, Pres.: Bob Cotterell.
 Label(s): (Owned) Creative Sound, Inc., Sonrise Music Co., (Distributed) Solid Rock.

US Reps.: Dizdem Inc. (TN).

Sony Classical, 550 Madison Ave., 16th Flr., New York, NY, 10022, (212) 833-4763, Fax: (212) 833-7142, Pres.: Gunther Breesi; Vice Pres./Gen. Mgr.: Larry Golinski; Vice Pres.: A&R: Steven Paul; Vice Pres., Prod. Mktg.: Laraine Perri; Vice Pres./Finance/Admin.: Tom Weatherly.

Sony Discos, Inc., 2190 NW 89th Pl., Miami, FL, 33172, (305) 592-0045, Fax: (305) 591-1508, Vice Pres./Gen. Mgr.: George Zamora; Vice Pres., Promo.: Rafael Cuevas; Vice Pres., Sales/Mktg.: Harry Fox.

Office(s): 4538 Centerville Dr., Ste. 170, San Antonio, TX, 78228, (210) 733-3941, Fax: (210) 733-3945, Mgr.: Ray Martinez; 250 W. 57th St., Ste. 1111-A, New York, NY, 10107, (212) 445-2444, Fax: (212) 445-2406, Mgr.: Joe Senkiewicz; 1001 Ponce De Leon, Santurce, PR, 00907, (809) 725-6276, Fax: (809) 721-5395, Mgr.: Alberto Mendoza; 11365 Ventura Blvd., Ste. 155, Studio City, CA, 91604, (818) 753-9696, Fax: (818) 753-9766, Mgr.: Miguel Trujillo; 8880 NW 20th St., Miami, FL, 33172, (305) 593-6252, Fax: (305) 593-9278, Mgr.: Tony Ojeda; 7449 Washington St., Ste. 504, Forest Park, IL, 60130, (708) 366-9870, Fax: (708) 366-9879, Contact: Jose Manuel Flores; 1374 Echo Pl., Woodland, CA, 95766, (916) 661-7445, Fax: (916) 661-7427, Contact: Joe Lepe; 7129 Heron, Houston, TX, 77087, (713) 649-6701, Fax: (713) 649-6758, Contact: Armando Sanchez.

Label(s): (Owned) Sony Discos, Sony Latin, Sony Tropical, (Distributed) Globo, Orfeon, RMM, SDI.

Sony Wonder, 550 Madison Ave., New York, NY, 10022, (212) 833-8000, Fax: (212) 833-5980, Vice Pres., Sony Music: Ted Green; Sr. Vice Pres., Creative: Becky Mancuso-Winding; Sr. Vice Pres., Mktg.: Wendy Moss; Sr. Dir., Media Relations: Alan Winnikoff.

Soozoo Music, 900 Seaside Ave., Absecon, NJ, 08201, (609) 941-0570, Owner: Susan "Sooz" Jackson.

Soul Coast Productions, 7155 Darnoch Way, West Hills, CA, 91307, (818) 710-1825, Fax: (818) 347-4892, Pres.: Tim Weston.

Label(s): (Owned) Soul Coast.

US Reps.: Nova Records (CA).

Soul-Po-Tion Records, 313 Highland Ave., Albany, GA, 31701, (912) 438-8497, Owner: Jesse Boone, Sr.; Vice Pres. A&R: Eric Boone; Office Mgr.: Kathryn Randall.

Label(s): (Owned) Albradella, Atlanta Assoc., Cozette, Soul-Po-Tion, Vanity.

Soulo Productions, 2675 Palisades Crest Dr., Lake Oswego, OR, 97034, (503) 638-2674, Fax: (503) 638-2890, Owner/Pres.: Sally Harmon; Partner: Frank Gruner.

US Reps.: Lifedane (OR); Silo (VT); Mill City (MN); Music Design (WI).

Soulstreet Records, Inc., 265 Main St., East Rutherford, NJ, 07073, (201) 933-0676, Fax: (201) 460-3984, Pres.: Glenn Larusso; Dir., Club Promos.: Batcho Manguel.

Label(s): (Owned) Soulstreet, (Distributed) In Groove.

Sound Achievement Group, Inc., PO Box 24625, Nashville, TN, 37202, (615) 883-2600, Pres.: Royce B. Gray.

Label(s): (Owned) Candle, Heart Reign, Image, New Wind, Palace, Sugar Mountain.

Sound Designs of Arizona, 5520 E. Kelton Ln., Scottsdale, AZ, 85254, (602) 992-6106, Fax: (602) 992-6106, Exec. Dirs.: Gregory P. Zduniak, Michael P. Frasseti; Mktg. Mgr.: Susan Whitlow.

Label(s): (Owned) Sound Designs of Arizona (SDA).

US Reps.: Associated (AZ); Backroads, City Hall (CA); Encore, White Swan (CO); Michael Ginsberg Dist. (TN); Music Design (WI); New Leaf (GA); Twinbrook (NY).

Int'l Reps.: Chiang Hual/Around The World (Singapore).

Sound Feelings Records, 7616 Lindley Ave., #283, Reseda,

CA, 91335, (818) 757-0600, Pres.: Howard Richman; Mktg. Dir.: Jackie Adair.

Sound of Los Angeles Records (Solar Records), 1635 N. Cahuenga Blvd., Hollywood, CA, 90028, (213) 461-0390, Fax: (213) 461-9332, Chrmn.: Dick Griffey; Pres./Gen. Counsel:

Virgil Roberts; Vice Pres./Asst. Gen. Co.: Peter Van Brunt.

Label(s): (Owned) Solar.

Sound Rx, PO Box 2644, San Anselmo, CA, 94979, (415) 485-5321, Fax: (415) 485-1312, Pres./Sales: Steven Halpern;

Int'l: Al Evers.

Label(s): (Owned) Sound Rx, Sound Wave 2000, Sound World.

Sound Wave Records, 333 Washington Blvd., Ste. 101, Marina Del Rey, CA, 90292, (310) 306-5105, Fax: (310) 822-1122, Pres.: Rick Laucati; Exec. Vice Pres./Gen. Mgr.: Frank Loffarelli.

Label(s): (Owned) Spectrum, Tribute.

Soundshower Records, 2313 Abaca Way, Fremont, CA, 94539, (510) 651-6931.

Soundings Of The Planet, 3054 N. First Ave., Tucson, AZ, 85719, (602) 792-9888, (602) 937-3223, Fax: (602) 792-0146.

Owners: Dean & Dudley Evenson; Foreign Dist./Mktg.: Jane Harris; Promos.: Milanie Llorin; Alternative Mkts.: Pauline Young; Record Retail Mkts.: Amy Allen.

Label(s): (Owned) Rocking Planet, Soundings of the Planet, Soundings World Music.

Int'l Reps.: Midsummer Music (Canada); New Sounds (Italy); Strategie Conseil (France); New Age Media (Australia).

SoundMasters, 9717 Jensen Dr., Houston, TX, 77093, (713) 695-3648, Fax: (713) 695-3640, Pres.: A.V. Mittelstedt.

Label(s): (Owned) A.V. Cherry.

Sounds of Seattle Records, PO Box 46679, Seattle, WA, 98146, (800) 227-0767, Fax: (206) 935-7513, Pres.: Jon Donovan; Promo.: Mary Malone.

Sounds-Vision Music, PO Box 3691, La Mesa, CA, 91944, (800) 447-1132, Fax: (800) 447-1132, Owner/Gen. Mgr.: Rod Hollman;

Owner: Alejandrina Hollman; Chief, Sales/Buyer: Albert Hollman.

Label(s): (Owned) Gypsy Power, Sounds-Vision Music, (Distributed) ARO, Bescol Ltd., Everest, Hannibal, Lyricord, McGillis, Sirococo.

US Reps.: Lyricord Discs (NY); Muzak (WA).

Soundshower Records Productions, 2313 Abaca Way, Fremont, CA, 94539, (510) 651-6931, Pres.: John M. Bliss.

Soundwaves Records, 1012 18th Ave. S., Nashville, TN, 37202, (615) 327-7980, Fax: (615) 321-0464, Pres.: Noel Gibson.

Label(s): (Owned) Great, NSD, Phono.

Source Records, Inc., 39 S. LaSalle St., Ste. 825, Chicago, IL, 60603, (312) 280-0808, Fax: (312) 280-9191, Pres./A&R Rep.: John Bellamy; Vice Pres.: Anthony Stephens.

Label(s): (Owned) Source.

Int'l Reps.: Trulove Records (England).

Southern Sound Productions, 100 Labon St., Tabor City, NC, 28463, (919) 653-2546, Pres.: Elson H. Stevens.

Label(s): (Owned) BMJ, Musicmaker, Seaside.

Southland Records, Inc., PO Box 1547, Arlington, TX, 76004, (817) 461-3280, Pres.: Steve Reed.

Label(s): (Owned) Southland.

Sovereign Records (Div. of Aloft Music Enterprises, Inc.), 1501 Broadway, Ste. 1310, New York, NY, 10036, (212) 730-4848, Fax: (212) 730-4858, Pres.: Ruby Fisher.

US Reps.: Otter Dist., Big Bands (CA); North Country, Harbor Rec. Exp. (NY).

The Spacek Co., 1643 Morningside Trail, Lindale, TX, 75771, (903) 882-1375, Pres.: Ed Spacek; Exec. Asst.: Tannie L. Myers.

Label(s): (Owned) Anthem, Crazy Horse, (Distributed) Alliance.

Spanda Records, 155B Quincy Ct., Bloomington, IL, 61008, (708) 529-7127, Dir.: Carolyn Ford; A&R: Karen Di Renzo; Gen. Mgr.: Cathy Ford.

Label(s): (Owned) Great American Song Machine, Jabala Music, Maggie Music, Shakti Music, Spanda Music.

The Sparrow Corp./Sparrow Records, 101 Winner's Cir., Brentwood, TN, 37024, (615) 371-6800, Fax: (615) 371-6915.

Chrmn./CEO: Billy Ray Hearn; Co-Chrmn.: Jimmy Bowen; Pres./Sparrow Commun. Grp.: Bill Hearn; Chief Exec.: Rod Huff.

Label(s): (Owned) Sparrow, Vireo, (Distributed) Gospo Centric, Integrity, Seraphim, Troubadour For The Lord, Warner Alliance.

The Special Music Co., 560 Sylvan Ave., Englewood Cliffs, NJ, 07632, (201) 894-8700, Fax: (201) 894-8667, Managing Partner: Richard Greener; Managing Partner: Sam Golf; Nat'l Dir. Sales/Mktg.: Martin Basart.

Office(s): 1785 Shaker Heights Dr., Bloomfield Hills, MI, 48304, (313) 852-6288, Fax: (313) 852-6410, Dir., Sales: Mike Cave.

Label(s): (Owned) Allegretto, Buddha, Family Classics, Maestro, Music Masters Series, Musique d'Or, Pair, Project 3, Special Music, Stradivari, Takoma, Vox Cameo Classics, Vox Legends, Vox 90s, Vox Turnabout, Vox Unique, VoxBox, (Distributed) CEMA Special Products, Camden, Four Star, Hob, Illiad/Odyssey, JCI, Kern Disc, PolyGram Special Products.

Phil Spector Records, Inc., 686 S. Arroyo Pkwy., Penthouse Ste., Pasadena, CA, 91105, (818) 846-9900, Fax: (818) 799-1241, Professional Mgr.: Harold Esposito; Gen. Mgr./A&R: Thomas Mix; Admin. Dir.: Janis Zavla.

Label(s): (Owned) Philles.

Spectrum, Inc., 684 McKinley St., Ste. 30, Sebastopol, CA, 95472, (717) 923-2361, Pres.: Paul Weaver.

Label(s): (Owned) Sacred Concert Society, Spectrum Spectrum Records.

Spirit Records, 1818 Lennox Ave., Charlotte, NC, 28203, (704) 375-0654, Pres.: William R. Bradford, III.

Label(s): (Owned) Eclipse, Spirit.

Spotlite Records, 311 1/2 E. Main, Niles, MI, 49120, (616) 683-6355, Fax: (219) 277-7099, Pres.: Gary Shinholt; Vice Pres.: Larry Clymer; Promo. Dir.: Grover Garges; Dir., A&R: Gordon Daniels.

Label(s): (Owned) Four Flags, Spotlight.

Sprout Records, PO Box 188, Morrisville, PA, 19067, (215) 295-2726, Fax: (215) 736-2783, Pres.: Jonathan Sprout; Assoc.: Judy Via Cava; Dir., Mktg.: Jill Brios.

Label(s): (Owned) Sprout.

US Reps.: Silo, Music for Little People (VT).

Square Records/One Dimensional Records, PO Box 1926, Harvard Sq. Station, Cambridge, MA, 02238, (617) 492-5398, Fax: (617) 492-6074, Contact: George Kuciewicz.

Star Song Communications, 2325 Crestmont, Nashville, TN, 37215, (615) 269-0196, Fax: (615) 385-2708, Sr. Vice Pres.: Jeff Moseley; CEO: Stan Moser; Pres.: Darrell Harris; Vice Pres., Sales/Mktg.: Danny McGuffey.

Label(s): (Owned) Pure Metal, Star Song, (Distributed) Forefront.

Star Vision Int'l Records, 1543 Hwy. 138 SE, Ste. S341, Conyers, GA, 30208, (404) 388-9731, Pres.: James Dockett; Dir., Admin/A&R: Barbara Dockett.

Starborn Records, 3884 Franklin Ave., Los Angeles, CA, 90027, (213) 662-3121, Fax: (213) 662-1222, Chrmn./CEO: Brian Ross; A&R Dir.: Ian A. Ross.

Stardust/Wizard/Doss Records, 341 Billy Goat Hill Dr., Winchester, TN, 37398, (615) 649-2577, CEO: Col. Buster Doss; Pres.: Kimberlee A. Doss; Vice Pres.: Wallace E. Doss; Sec./Treasurer: Barbara A. Doss.

Label(s): (Owned) Billy Goat Hill, CBD, Colonel Redneck, Doss, Kimbolon, Range Buster, Six Shooter, Stardust, Thunder Hawk, Wizard.

Stargem Records, Inc., 1719 West End Ave., Ste. 621-W, Nashville, TN, 37203, (615) 244-1025, Fax: (615) 255-0419, Pres.: Wayne Hodge.

Label(s): (Owned) Crystal Crown, Stargem.

Stark Records & Tape Co., 628 S. South St., Mount Airy, NC, 27030, (910) 786-2865, Pres./Owner/A&R Mgr.: Paul E. Johnson; Mgr./Buyer: Gertrude B. Johnson.

Label(s): (Owned) Bell Sounds, Black Cat, Blue Jay, Blue Ridge, Colonial, Gospel, Hello, Joy, Pilot, Red Bird, Sugarbear, Tornado, (Distributed) E.K.O., Joy Broadcast.

Starman Records, 668 Canal St., Placerville, CA, 95667, (916) 448-1080, Pres.: Almeritt V. Covington; Vice Pres. Sales/Mktg.: Marsha Covington; Promo. Dir.: Diana L. Curry.

Label(s): (Owned) Acrecko, North Star, (Distributed) Diana.

Startrak Records, 2200 Evergreen St., Baltimore, MD, 21216, (410) 225-7600, Fax: (410) 255-9651, Pres.: Jimmie McNeal; Vice Pres. JLM Records: Harrison Hill; Vice Pres. Mktg./Promo.: Ruth Jefferson; Consultant: Gar Roberts; Radio

Promo: Makeba Myers; Retail: Jim Door.

Starwest Records, 6808 Willow Grove, Longview, WA, 98632, (206) 577-6558, Fax: (206) 577-6558, Contact: Mike Poe.

Stash Records, Inc., 140 W. 22nd St., 12th Floor, New York, NY, 10011, (212) 243-4437, Fax: (212) 243-4473, Pres.: Bernard Brightman; Vice Pres./A&R: Fred Brightman; Vice Pres.: Natasha Brightman; Vice Pres.: Will Friedwald; CEO Mail Order Div.: Jim Eigo; Office Mgr.: Amjad Ali.

Label(s): (Owned) Stash, (Distributed) Jass, Vintage Jazz Classics (VJC).

Statiras Records, 601 Virginia Ave., Tifton, GA, 31794, (912) 382-1220, Fax: (912) 382-1110, Pres.: Gus P. Statiras; Vice Pres. A&R: Perry Statiras.

Label(s): (Owned) Gear, Laser, Statiras, Status.

Statue Records, 2810 McBain St., Redondo Beach, CA, 90278, (310) 371-5686, Fax: (310) 542-9858, Vice Pres. A&R: Curtis Smith; Dir. A&R: Eric Joyner; A&R Mgr.: Eleanor Emery.

Office(s): 12709 Kling St., Studio City, CA, 91604, (818) 766-5010.

Label(s): (Owned) Pirate, Statue, Westland.

US Reps.: Reletivity Entertainment (CA).

Stecker Communications, PO Box 100581, Denver, CO, 80250, (303) 756-2726, Pres.: Robert B. Stecker.

Label(s): (Owned) Stecker.

Step One Records (SOR), 1300 Division St., Ste. 304, Nashville, TN, 37203, (615) 255-3009, Fax: (615) 255-6282, CEO: Mel Holt; Pres.: Ray Pennington; Vice Pres., Sales: Arnie Thies; Vice Pres., Promo.: Buzz Ledford.

Label(s): (Owned) SOR, (Distributed) EMH.

Stern's Music U.S., Inc., 598 Broadway, 7th Floor, New York, NY, 10012, (212) 925-1648, Fax: (212) 925-1689, U.S. Opns. Dir.: Christina Roden; Managing Dir.: Christian Sebek.

Label(s): (Owned) Stern's, (Distributed) India Archive, Indigo, Piranha, Retro Afric, Rumi, Village Palsa.

Stone Drunk Records, PO Box 242, Woodland, PA, 16881, Owner: John Maines, Jr.; A&R: John Wesley; Dir.: Tim Schodel.

Stormi Gale Recordings, PO Box 99094, Raleigh, NC, 27624, (919) 848-7884, Producers: Scott St. Christopher, Scott Griffin, Connie Jasmine, Contance Merriman.

Label(s): (Owned) Stormi Gale, Stormi Romance.

Strange Records, PO Box 180553, Campbell, FL, 32718, (407) 262-1483, Fax: (407) 695-1915, Owner/A&R: Terry R. Brooks.

Strangeland Music, Inc., 11100 Sepulveda Blvd., Ste. 8-358, Mission Hills, CA, 91345, Pres.: Ray Soular.

Strata-East Records, PO Box 36 GCS, New York, NY, 10163, Chief Officer: Charles Tolliver.

Label(s): (Owned) Condominium, Strata East.
Steele Records, 106 Hollyhock Dr., Lafayette Hill, PA, 19444, (610) 828-7030. Fax: (610) 825-1422. Pres.: Steve Bernstein.
The Strugglebaby Recording Co., 2612 Erie Ave., Cincinnati, OH, 45208, (513) 871-1500. Fax: (513) 871-1510. Pres.: Stan Hertzman; Vice Pres. A&R: Sam Richman.
 Label(s): (Owned) Strugglebaby.
Studios Borinquen, Inc., G.P.O. Box 364785, San Juan, PR, 00936, (809) 731-2088. Fax: (809) 720-3726. Vice Pres.: Raul Aguayo; Gen. Mgr.: Bendito Valdes.
 Label(s): (Owned) Borinquen.
 US Reps.: Multinational (PR).
Sub-Groove Records, 5960 S. Land Park Dr., Ste. 185, Sacramento, CA, 95822, (916) 421-3883. Fax: (916) 421-5512. Pres.: Jimmy Bates.
Sub Urban Records, 594 Broadway, Ste. 1011, New York, NY, 10012, (212) 343-2660. Fax: (212) 343-2753. Pres.: Silvio Tancredi; Vice Pres., A&R: Tommy Musto; Artist Mgmt./Devel.: Money Penny; Sales: Drew Sadler.
 US Reps.: WATTS, Unique, Silent, Kintesu.
Subharmonic, 180 Varick St., 14th Floor, New York City, NY, 10014, (212) 673-7168. Fax: (212) 635-6847. Pres.: John Matarazzo; Label Dir.: Robert Soares.
 Label(s): (Owned) Subharmonic.
 US Reps.: Caroline (NY).
Sugar Hill, 96 West St., Englewood, NJ, 07631, (201) 569-5170. Fax: (201) 569-3251.
Sugar Hill Records, Inc., PO Box 55300, Durham, NC, 27717, (919) 489-4349. Fax: (919) 489-6080. Pres.: Barry Poss; Mktg./Sales Dir.: Bev Paul; Publicity: Judy McDonough.
 Label(s): (Owned) Palmico Sound, Sugar Hill.
 US Reps.: Koch Int'l (NY).
 Int'l Reps.: MNW (Scandinavia); B.O.M., King (Japan); Beboop (Switzerland); Direct Dist. (U.K.); Global Routes (New Zealand); Int'l Record Dist. (Italy); GLD (Australia); Munich (The Netherlands); Dixiefrog (France); Fenn Music Serv. (Germany).
Sugarfoot Productions, PO Box 1065, Joshua Tree, CA, 92252, Pres.: Dewey Dobson; Vice Pres./Prodn. Mgr.: Sheila Dobson.
 Label(s): (Owned) Baby Doll, Durban, (Distributed) Southern Music.
Sugo Records, Inc., 634 Isabella Rd., El Granada, CA, 94018, (415) 726-0696. Fax: (415) 726-0698. Chrmn./CEO: Stevan Pasero; Pres.: Jeremy Hale; Exec. Vice Pres.: Digeann Cabrelli.
Sukay Records, 3450 Sacramento St., Ste. 523, San Francisco, CA, 94118, (415) 751-6090. Fax: (415) 552-3559. Exec. Dir.: Quentin Howard; Artistic Dir.: Eddy Navia; Admin.: Leslie Powell.
 Label(s): (Owned) Sukay.
 US Reps.: Bayside Dist., Lark In The Morning, LeFon Inc., Real to Reel (CA); Dist. North America (MA); Music Design Inc. (WI); Old Fogey Dist./Elderly (MI); San Agustín Import/Export Inc. (FL); Silo Systems (VT); White Swan (CO).
Sumertone Records, PO Box 22184, San Francisco, CA, 94122, (415) 759-8100. Fax: (415) 564-7798. Pres.: Merl Saunders.
Sun Entertainment Corp., 3106 Belmont Blvd., Nashville, TN, 37212, (615) 385-1960. Fax: (615) 385-1964. Pres./Chrmn./CEO: Shelby S. Singleton; Exec. Vice Pres.: John A. Singleton; Vice Pres., Sales/Mktg.: Col. Jim Wilson.
 Label(s): (Owned) Plantation, SSS, Sun.
Sun-Ray/Sky-Vue Records, 552 Judy Ln., Lexington, KY, 40505, (606) 254-7474. Pres./S & R: James Price; Sec.: Rose Powers.
 Label(s): (Owned) Sky-Vue, Sun-Ray.
Sunbonnet Records, 3316 Cocoa Dr., Nashville, TN, 37218, (615) 254-8712. Fax: (615) 254-8712. Pres./Gen. Mgr.: Earl Lett; Vice Pres.: Lamar Lett; A&R: Mattie Swain.
 Label(s): (Owned) Sunbonnet.
 US Reps.: Dixiraks (TN).
Sundazed Music, Inc., 228 Mansion, West Cossackie, NY, 12192, (518) 731-6262. Fax: (518) 731-9492. Pres.: Bob Irwin; Sales: Kip Smith.
 Label(s): (Owned) Hollowbody, Sundazed.
 US Reps.: Abbey Road, Bayside, Phantom Sound & Vision (CA); Cargo Records (IL); Performance Record (NJ); Caroline East/West (NY); Get Hip (PA); Paulstarr, TCI (MN); Action Music (OH).
Sundown Records, Inc., 3529 Old Conejo Rd., Ste. 110, Newbury Park, CA, 91320, (805) 499-9912. Fax: (805) 499-9047. Pres./Producer: Gilbert V. Yslas.
 Label(s): (Distributed) Blue Sky Music, Earth Dance Music, Inc.
Sunny Day Productions, Inc., 1931 SE Morrison, Portland, OR, 97214, (503) 238-4525. Fax: (503) 238-8347. Pres.: Russ Gorsline; Vice Pres.: Greg Branson.
 Label(s): (Owned) Cricket, Rextius.
Sunshine Entertainment Corp., 627 N. Rossmore Ave., Ste. 312, Hollywood, CA, 90004, (213) 465-5050. Fax: (213) 466-1629. Pres./Dir., A&R: Walter Kahn; Prodn. Coord.: Kristen Noel; Dir., Sales/Promo.: Joe LaChance.
 Label(s): (Owned) Sunshine.
Supreme Records, 602 W. Iris Dr., Nashville, TN, 37204, (615) 298-3824. Partner/Mgr.: Tom Walls; Office Mgr.: Jean Walls.
 Label(s): (Owned) Timberhill.
Sureshot Records, PO Box 9117, Truckee, CA, 96162, (916) 587-0111. Owner: Alan Redstone.
 Label(s): (Owned) Sureshot.
Surprise Records, Inc., 7231 Mansfield Ave., Philadelphia, PA, 19138, (215) 276-8861. Fax: (215) 276-4509. Chrmn./Mgr.: William L. Lucas; Pres.: Adele J. Lucas; Vice Pres./Dir.,

Mktg.: Brian L. Lucas; Dir., A&R/Talent: Darryl L. Lucas; Int'l Affairs Admin.: Karen Mabry-Lucas; Int'l Affairs Admin.: Rochelle J. Lucas.
 Label(s): (Owned) S.R.I., Surprise.
 US Reps.: Universal Record Dist. (PA).
Survival Records, PO Box 7032, Marietta, GA, 30065, (404) 436-8631. Fax: (404) 432-6239. Pres.: Jeff Higgins.
Survivor Records/Maui Music, Ste. 208, PO Box 356, Paia, Maui, HI, 96779, (808) 573-3100. Pres./Exec. Dir.: Jason Schwartz; Vice Pres., Publishing: Bonnie Fredericks; A&R/Pub. Rel.: Diane Christopher; A&R/New Tal. Acquisition: Greta Warren.
 Label(s): (Owned) Maui Country, Revelation, Rough Diamond, Survivor.
Syntonic Research, Inc., 3405 Barranca Cir., Austin, TX, 78731, (512) 459-4345, (512) 659-4945. Fax: (512) 459-4346. Pres.: Is. Teibel; Vice Pres. Comptroller: Russ Arons; Vice Pres. Sales: Michael Kron.
 Label(s): (Owned) Environments.

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TBRC Record Co., 3441 W. Cahuenga #6, Hollywood, CA, 90066, (213) 876-1256. CEO: T-Bear; A&R: Jason Cody; Spanish A&R: Federico Hernandez.
 Label(s): (Owned) Rockin Bear Records, (Distributed) J&T Film and Record Co., Rockin Bear Discos.
 US Reps.: TBRC, Hines, Indi Dist. (CA).
T.E.C. Tones, 321 Newark St., 5th Floor, Hoboken, NJ, 07030, (201) 420-0238. Fax: (201) 420-6494. Dir.: Thomas J. Timony; Vice Pres. A&R: Adella Johnson; A&R/Mktg.: Sheenah Fair.
 Label(s): (Owned) Elemental Music, E.P.C. Tones, The Holiday Label, Psycho Acoustic Sound, T.E.C. Tones.
 US Reps.: Kand America, Caroline Records, Revolver U.S.A., Bayside Dist. (CA); Music Video Dist. (PA); Caroline Records (NY).
TJ Records, PO Box 8443, Stanford, CA, 94309, Contact: Tom Boyd; Contact: Collin Robert.
 Label(s): (Owned) TJ.
T-Jaye Record Co., 923 Main St., Nashville, TN, 37206, (615) 226-1004. Owner/Pres.: Ted Jarrett.
TMA-The Michael Agency, PO Box 352576, Toledo, OH, 43635, (419) 243-5300. Chrmn./CEO: J. Evelyn; Pres.: Michael Drew Shaw; Exec. Vice Pres., Music: Harvey Shaw; Dir., A&R: J.P. Jimmy, Janis Weber; Sr. Producer: Daisy Weber.
 Label(s): (Owned) Jamestone, Keeny/York Records, MDS Entertainment, Newstar Int'l, (Distributed) Heritage, White Plains.
TNA Records, 10 George St., Wallingford, CT, 06492, (203) 269-4465. Fax: (203) 294-1745. Exec. Dir.: Thomas Cavalier; Exec. Sec.: Edyth Mercier; Dir., Commun.: Thomas G. Cavalier; Dir., Master Placement: Darlene Cavalier.
 Label(s): (Owned) Big Sound, Miracle, Poison Ring.
TRF Music, Inc., 747 Chestnut Ridge Rd., Chestnut Ridge, NY, 10977, (800) 899-6874. Fax: (914) 356-0895. Pres.: Michael Nurko; Vice Pres./Sales: Kenneth Gilman; Licensing Mgr.: Dee Coyle.
 Label(s): (Owned) TRF, (Distributed) Black Rock, Bosworth, Montparnasse, Pyramid, RCA, Tele Music.
TSR Records, 18653 Ventura Blvd., Ste. 513, Tarzana, CA, 91356, Pres.: Tom Hayden; Vice Pres.: Suzanne Hayden.
 Label(s): (Owned) Baja, Damab.
 US Reps.: Indi (US); CRD (CA/OR/WA); Malverne (NY/NJ/New England/PA/OH); Big State (TX/GA).
TVT Records/TeeVee Toons, Inc., 23 E. Fourth St., New York, NY, 10003, (212) 979-6410. Fax: (212) 979-6489. Pres.: Steve Gottlieb; Dir. A&R: Tom Sarig; Dir. Bus. Affrs.: Randy Frisch; Dir. Radio Promo.: Jim McNeil; Dir. Nat'l Sales: Paul Burgess; Dir. A&R: Patricia Joseph; Gen. Mgr.: Vera Savck; Controller: Donna Champy; Dir. Creative Servs.: Jason Pearson; Dir. Prod. Devel.: Oscar Yong.
Taang! Records, 12 Elliot St., Cambridge, MA, 02138, (617) 876-2411. Fax: (617) 876-5629. Pres./Vice Pres. A&R: Curtis Casella; Mktg.: Cornelia Hoskin; Sales/Promo. Retail: Chris Conway; Publicist: Mary Ellen Leahy.
 US Reps.: Caroline (NY).
Tantalus Records, Inc., 14407 Hamlin St., Ste. H, Van Nuys, CA, 91401, Pres.: Peter S. Burke; Sec.: Averill C. Pasarow.
 Label(s): (Owned) Tantalus.
 US Reps.: Microphone Music (HI).
Target Records, PO Box 163, West Redding, CT, 06896, (203) 266-7411. Pres.: Paul Hotchkiss; Music Dir.: Mike Terry.
 Label(s): (Owned) Target Records, (Distributed) Roto-Noto.
Tawas Records, Inc., 1376 Ready Ave., Burton, MI, 48529, (810) 742-0770. Pres.: Harry F. Chestler; Vice Pres.: Mike K. Chestler; Promo.: Linda L. Trathen; Sec.: Cindy J. Braun.
Taylor Park Music, Inc., PO Box 12381, North Kansas City, MO, 64116, (816) 455-5524. Fax: (816) 842-0025. Pres.: Connie Dover.
 Label(s): (Owned) Taylor Park Music.
 US Reps.: Bayside (CA); Encore (CO); Silo (VT); Music Design (WI).
 Int'l Reps.: Chiang-Huat/Around the World (Singapore).
Mick Taylor Music, 156 Fifth Avenue, Suite 434, New York, NY, 10010, (212) 691-5630. Fax: (212) 645-5038. Pres.: Mick Taylor; A&R: Bruce E. Colfin.
Teacher's Pet Productions, Inc., S. 4603 Pittsburg, Spokane, WA, 99223, (800) 326-7758. Fax: (509) 625-1914. Pres.: Yvonne Kovacevich; Sec./Treas.: Tawni Wright.
Teeter-Tot Records, 6331 E. Center Rd., Stockton, IL, 61085, (815) 947-3137. Owner: Terri Sigafus; Owner: Chad Sigafus.
 Label(s): (Distributed) Teeter-Tot.

Tejano Discos, 2903 S. General Bruce Dr., Temple, TX, 76504, (817) 773-1775. Fax: (817) 773-4778. Pres.: Joe Hernandez; Gen. Mgr.: Margo Marones; Promo./Publicity: Ramon Hernandez.
 Label(s): (Owned) Campanas De America, Little Joe.
 US Reps.: Rodven (FL).
Telarc Int'l Corp., 23307 Commerce Park Rd., Cleveland, OH, 44122, (216) 464-2313. Fax: (216) 464-4108. Pres.: Robert Woods; Dir., Int'l Sales/Mktg.: Adrian Mills; Dir., US/Int'l Sales: Adrian Mills; Dir., Sales/Mktg.: Kathy Dejohn.
 Label(s): (Owned) Telarc.
Telemark Dance Records, PO Box 55, McLean, VA, 22101, (703) 450-7760. Pres.: Richard S. Mason.
 Label(s): (Distributed) Alpina, Ariola, Condor, Dance & Listen, Electrola, Palujo, Polydor, Tema, Sydney Thompson.
Ten Squared, Inc., PO Box 865, North Hollywood, CA, 91603, (818) 506-3143. Label(s): (Owned) Cripple Creek, Ten Squared.
Tenacious Records, PO Box 7595, Northridge, CA, 91327, (818) 700-9808. Fax: (818) 700-9808. Chrmn./Pres./CEO: Alphonse Mouzon; Controller/CFO: Allison Talley-Mouzon; Sr. Vice Pres. A&R: Alphonse Philippe Mouzon; Vice Pres. A&R: Jean-Pierre Mouzon.
 Label(s): (Owned) MPC Records, Mouzon Prodn. Co., Tenacious Records.
 US Reps.: Bassin (FL); California Record Dist. (CA); Big State (TX); Encore (CO); M.S. (IL); Twinbrook Music (NY); Casa De Los Tapes (PR); Abbey Road, Pacific Coast, Valley, Universal, CD.
 Int'l Reps.: Int'l (Italy); BMG Ariola/Aris (Germany); Universal (Philippines); Libra Music Ltd. (Greece); Crisis (The Netherlands); Top Music (Hong Kong); Distribution Fusion III (Canada); Union Disk Ltd. (Japan).
Terra Nova Records, Inc., PO Box 455, Sunland, CA, 91041, (818) 352-5593. Pres.: Boris Menart; Vice Pres.: David Steele.
 Label(s): (Owned) Terra Nova.
 US Reps.: Twinbrook Music (NY); Select-O-Hits (TN); Action Music Sales (OH); City Hall Records, Fiebre Latina (CA).
Terrydon Records, PO Box 180553, Casselberry, FL, 32718, (407) 262-1483. Fax: (407) 695-1915. Vice Pres. A&R: Terry R. Brooks; Contacts: Sandy Acuff, Donna Acuff.
Texas Archive-Gulf Coast Recordings, PO Box 17132, Austin, TX, 78760, (512) 288-7288. CEO: Dough Hanners.
Thirsty Ear Recordings, 274 Madison Ave., Ste. 804, New York, NY, 10016, (212) 889-9595. Fax: (212) 889-3641. Managing Dir.: Peter Gordon; Dir., Opns.: Mark Droscher; Dir., Radio Promo.: Daniel Makagon; Dir., Publicity: Shira Berk; Dir., Retail/Mktg.: Ron Decker.
Thistlegate Productions, 8675 Hwy. 601, Salisbury, NC, 28144, (704) 637-1334. Owner: Lee Spears.
Thoroughbred Records, 6503 Wolfcreek Pass, Austin, TX, 78749, (512) 288-3370. Owner/Professional Mgr.: Rex T. Sherry.
3 G's Industries, Inc., 6015 Troost, Kansas City, MO, 64110, (816) 361-8455. Pres./Gen. Mgr.: Eugene Gold; Vice Pres./Promos/Sales: Chris King; Chief Engineer: Micheal Green; Mktg.: Roy Boy Skins; Vice Pres. A&R: Jeff Lucas.
 Label(s): (Owned) Chris C. Cory, NMI, Three G.
Thrival Productions, PO Box 5200, Dockton, WA, 98070, (206) 463-6980, (800) 798-9249. Fax: (206) 463-2205. Pres.: Marnie Jones.
 Label(s): (Owned) Thrival, (Distributed) Willow Music, Inc.
 US Reps.: Willow Music Inc. (CA).
ThunderZone Records, PO Box 5022, Lake Forest, CA, 92630, (714) 768-0644. Pres.: Frank Jenkins; Promo. Mgr.: Karen Jenkins.
Tia's Quacker Tunes, Inc., PO Box 1363, Mercer Island, WA, 98040, (206) 232-5317, (206) 568-9127. Fax: (206) 668-9038. Pres.: Tia Cohen; Personal Mgr.: Kimi Shintaku; Arranger: Kevin Christopher.
 Office(s): 1024 First St., Ste. 306, Snohomish, WA, 98290, (206) 568-9127. Contact: Kimi Shintaku.
 Label(s): (Owned) Tia's Q.T. Prodn., (Distributed) Global Village Music.
 US Reps.: Baker & Taylor Dist. (IL); Music For Little People (VT).
Timbreline Music, PO Box 40493, Tucson, AZ, 85717, (602) 624-5812. Pres./Owner: Michael Gulezian.
 US Reps.: Twinbrook Dist. (NY); Music Design (WI); Rock Bottom Dist. (GA); City Hall Dist. (CA).
Time-Life Music, 777 Duke St., Alexandria, VA, 22314, (703) 838-7000. Fax: (703) 838-6915. Chrmn.: Paul Stewart; Pres.: John Hall; Vice Pres.: Fernando Pargas; Exec. Producer: Charles McCardell.
Timeless Entertainment Corp., 10 Pebblewood Dr., Irvine, CA, 92714, (714) 552-5231. Fax: (714) 552-1210. Gen. Mgr./Vice Pres. A&R: Fred Bailin; Artist Rel. Dir.: Marci Lynn; Promo. Dir.: Seth Joseph.
 Label(s): (Owned) Goldisc, Perfect.
Timeless Recording Society, PO Box 1177, Franklin, TN, 37065, (615) 791-4050. Fax: (615) 791-4050. CEO/Engineer: Sandy Bull.
Timeless Records, 57 W. Tenth St., Ste. 1C, New York, NY, 10011, (212) 741-2635. Fax: (212) 741-2635. Dir., US Opns.: Russ Musto.
Tomark Records, 7560 Woodman Pl., Ste. G-3, Van Nuys, CA, 91405, (818) 994-4862. Owners: Mark Thornton/Tom Willett.
 Label(s): (Owned) Tomark.
Tommy Boy Music, Inc., 902 Broadway, 13th Floor, New York, NY, 10010, (212) 388-8300. Fax: (212) 388-8400. Pres.: Monica Lynch; Chrmn.: Tom Silverman; Sr. Vice Pres.: Dan Hoffmann.
 Label(s): (Owned) Tommy Boy, (Distributed) Ill Labels, Livin' Large, Novamute, Stepsun.

Tomorrow River Music, 9126 S. Cedar Rd., Madison, WI, 53701, (608) 423-3095. Owner/Pres.: Robbie Clement.
Label(s): (Owned) Tomorrow River.
US Reps.: Silo (VT).

Tommyon Records, 912 Chadford Rd., Irmo, SC, 29063, Gen. Mgr.: Tommy Greene.
Label(s): (Owned) Tommyon.

Tone Cool Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owner/Producer: Richard Rosenblatt; Label Rep.: Michael Nunford.
US Reps.: Rounder Records (MA).

Top Cat Records, 3408 Pinetree Cir., Dallas, TX, 75234, (214) 484-4141. Fax: (214) 484-4141. Pres.: Richard Chalk; Contact: Tom Loughborough.
Label(s): (Owned) Top Cat.

Int'l Reps.: P-Vine (Japan); Parsifal (Belgium); IRD (Italy); Soca Disc (France); Kinesis (Greece); Lingo (Germany); Sandstock (Australia).

Top Ten Hits Records, Inc., 925 S. Semoran Blvd., Ste. 100, Winter Park, FL, 32792, (407) 672-0101. Fax: (407) 672-5742. Pres.: Hector L. Torres; Comptroller: Ana T. Torres; Gen. Mgr.: Julio Garcia; Dir., Radio Promos.: Heidi Ortiz.
Office(s): 599 Tenth Ave., New York, NY, 10036, (212) 967-4613, Fax: (212) 967-5068.
Label(s): (Owned) CEG, NG, Rana, Selanac, TR, TTH, (Distributed) Bronco, Frama.

Tortilla Flat Records, 327 12th St., Brooklyn, NY, 10116, (718) 788-6980. Sales: Victor Rendon; Contact: Armando Rodriguez.

US Reps.: North Country (NY).

Tourmaline Music, 894 Mayville Rd., Bethel, ME, 04217, (207) 824-3246. Fax: (207) 824-3246. Pres.: Conni St. Pierre.

Tractor Records, PO Box 2147, Sioux City, IA, 51104, Dir.: "Morrie" Miller.
Label(s): (Owned) Tractor.

Traditional Music Record Co., 230 Antique City Dr., Walnut, IA, 51577, (712) 784-3001. Fax: (712) 784-2010. Label(s): (Owned) Traditional Music.

Traditional Sounds, 4205 Stadium Dr., Ste. 150-A, Fort Worth, TX, 76133, (817) 921-9990. Fax: (817) 921-9994. Owner: Ned Spurlock.

US Reps.: Lifedance (OR).

Terry Tree Records, Inc., PO Box 4104, Hollywood, FL, 33083, (305) 964-1131. Fax: (305) 964-3173. Pres.: Isaiah Terry Johnson; Vice Pres.: Theresa Trigg.

Trend Recording & Distributing, PO Box 201, Smyrna, GA, 30081, (404) 432-2454. Pres.: Tom Hodges.

Label(s): (Owned) BOAM, Trend, Trend Setter, (Distributed) Caprice Int'l, Proud Eagle, Sounds of Excellence.
US Reps.: Caprice Int'l (PA).

Tri-Records, Inc., 4335 S. Blue Jay Ave., Las Vegas, NV, 89121, (702) 458-7863. Fax: (702) 322-9956. Pres.: Jerry Johnson.
US Reps.: Lapdmark (CA); Action Music (OH).

Tribeca Music, 550 Madison Ave., New York, NY, 10022, (212) 833-5904. Fax: (212) 833-4824. Exec. Vice Pres.: Phil Sandhaus; Dir.: Chandra Beard.

Tried & True Music, PO Box 39, Austin, TX, 78767, (512) 288-1695. Fax: (512) 288-5301. Pres.: Susan Walker; Publicity: John T. Davis; Admin. Asst.: Gwen Robison; Fan Club: Pam Stock.

Triloka Records, 306 Catron St., Santa Fe, NM, 87501, (505) 820-2833. Pres.: Mitchell Markus; A&R: Paul Sloman; A&R: K.D. Kagel; Creative Servs.: Lynn K. Larsen.

Label(s): (Owned) Other Worldy, Triloka, Worldy Music.

Triple X Records, PO Box 862529, Los Angeles, CA, 90086, (213) 221-2204. Fax: (213) 221-2778. Owner/A&R: Peter Heur, Dean Naleway; Publicity/A&R: Bruce Duff; Retail: Cory Brennan.

US Reps.: Red (NY).

TriStar Music (Div. of Sony Music), 550 Madison Ave., New York, NY, 10022, (212) 833-8000. Pres.: Robert Buziak; Vice Pres./Gen. Mgr.: Howard Gabriel; Assoc. Dir., A&R: Nora Farrell.

Label(s): (Owned) TriStar Music, (Distributed) Creation.

Tropical Beat Records, Inc., PO Box 917, Bala Cynwyd, PA, 19004, (610) 828-7030. Chairman: Steve Bernstein; Co-Chairman: Nick Martinelli.

Tropicana Records, PO Box 910, Beverly Hills, CA, 90213, (310) 276-2726. Fax: (310) 276-2726. Gen. Mgr.: Oliver Berliner.

Label(s): (Owned) Musicabana, Tropicana.

Tropico Records, PO Box 2129, Saint Thomas, VI, 00803, (305) 929-6361. Fax: (305) 929-4040. Pres.: Rudolph Parker; Vice Pres.: Merle Parker.

Label(s): (Owned) Tropico.

US Reps.: Bassin Dist., Hel Dist., Reye's Recs. (FL); Music Rama (NY).

Troubadour Records, PO Box 6543, Carmel, CA, 93921, (408) 375-5461. Fax: (408) 624-5126. Pres.: Terrence Farrell.

Label(s): (Owned) La Paloma Music Co., Troubadour.

US Reps.: Silo Inc. (VT); Music Design (WI); Lifedance Dist. (OR).

Trout Records, PO Box 914, Prairie Grove, AR, 72753, (501) 761-3630. Fax: (501) 761-3631. Label Mgr.: Karen Thom; Contact: Dick Renko.

Tru-Gems Records, PO Box 3683, Beverly Hills, CA, 90212, (213) 273-1986. Owner: Lee Silver.

Label(s): (Owned) Tru-Gems.

True Records, Inc., Rt. 2 Ash St. Box 466B, Central City, KY, 42330, (502) 754-5050. Fax: (502) 754-4466. Co-Owners: Bobby D. Reed, Paul C. Hayes, Clyde Brown, Jr.

Office(s): Rt. 2, Box 466-B, Central City, KY, 42330, (502) 754-5050, Fax: (502) 754-4466, Contact: Paul Hayes.

Label(s): (Owned) CBO, Rendea.

Trusty Records, 5771 Rose Creek Rd., Nebo, KY, 42441, (502) 249-3194. Owner: Elsie Childers.

Tuff City Records, 200 W. 72nd St., Ste. 56, New York, NY, 10023, (212) 721-7215. Fax: (212) 721-6150. Pres.: Aaron Fuchs; Gen. Counsel: Dan Nooger.

Label(s): (Owned) Funky Delicacies, Night Train Int'l, Tuff City.

Tug Boat Records, 10 Luanita Lane, Newport News, VA, 23066, (804) 930-1814. Fax: (804) 930-1814. Pres.: Doc Holiday.

Label(s): (Owned) Everlasting Int'l, Mega Int'l, Mountain Int'l, (Distributed) Tug Boat Int'l.

Tuneworks Records, Inc., 4433 Petit Ave., Encino, CA, 91436, (213) 278-8970. Fax: (818) 907-7664. Pres.: Dennis Lambert; Admin. Mgr.: Anita Alban.

Label(s): (Owned) Haven.

Turbo Records, PO Box 409, East Meadow, NY, 11554, (516) 486-8699. Fax: (516) 486-8699. Pres.: Jay Gold; Vice Pres.: Gail Gold; Dir. A&R: Robyn Michelle.

Turquoise Records, Inc., Hwy. 931, Whitesburg, KY, 41858, (606) 633-0485. Fax: (606) 633-0493. Pres.: Pat Martin; Admin. Asst.: Lesa Neace.

2120 Records, 175 Fifth Ave., Ste. 2253, New York, NY, 10010, (212) 777-2120. Pres.: Murray Halpern.

Twin Sisters Productions, Inc., 1340 Home Ave., Ste. D, Akron, OH, 44310, (216) 633-8900. Fax: (216) 633-8988. CEO: Karen Mitzo Hilderbrand; Pres.: Kim Mitzo Thompson.

Label(s): (Owned) Twin Sisters Prods., Inc.

US Reps.: Silo (VT); Music for Little People (CA); Action Music (OH); MS Dist. (IL); Ingram, Baker & Taylor.

Twister Records/Quadrant Records, 4250 N. Marine Dr., Ste. 2335, Chicago, IL, 60613, (312) 525-5273, (305) 472-7757. Pres.: Jack P. Bluestein; Vice Pres.: Victor Lance; Vice Pres./Mgr.: Al Nichols; West Coast Vice Pres./Mgr.: Dean Richie; Sec.: Ethel F. Kanter.

Label(s): (Owned) Lantana, Lantana Music, Pine Island Music, Quadraphonic Talent, (Distributed) Quadrant, Quadraphonic Sound.

2-Hot Records, 23494 Lahser Rd., Southfield, MI, 48034, (810) 948-9787. Fax: (810) 948-1093. Pres.: Jerome Cunningham, Sr.; Vice Pres. Opns.: Mertas D. Cunningham; Vice Pres. Mktg.: Jerome Cunningham, Sr.

Label(s): (Distributed) Volume Four.

U

USA Music Group, 12403 Ventura Ct., Ste. A, Studio City, CA, 91604, (818) 761-9866. Fax: (818) 761-4214. Pres.: Martin Braude; Vice Pres. Opns.: Orville Keiman; Vice Pres. Promos.: Annie Bailey.

US Reps.: MS Dist. (IL); Select-O-Hits (TN).

US Records, Inc., 535 Fifth Ave., New York, NY, 10017, (212) 682-8400. Pres.: Victor Benedetto; Prodn. Mgr./A&R Rep.: Alex Benedetto; Bus. Affairs Mgr.: Wallace Collins.

Umbrella Records, 23391 Mulholland Dr., Ste. 424, Woodland Hills, CA, 91364, (213) 851-6391. Fax: (213) 876-2552. Pres.: Michael Wyner; Co-Pres.: Michael Wyner, Derek Smalls; Nat'l Radio Promo.: Jerome Maas.

Label(s): (Owned) Umbrella, (Distributed) MTS.

Underworld, Inc., 2961 Industrial Rd., Ste. 161, Las Vegas, NV, 89109, (702) 387-2335. Fax: (702) 732-4530. Chrmn.: James A. Warsinske; Pres.: Anthony Mabin.

Label(s): (Owned) Underworld.

Unico Records, Inc., 7710 Haskell Ave., Van Nuys, CA, 91406, (818) 782-6100. Fax: (818) 782-6162. Pres./Mktg.: Henry Cardenas; Vice Pres./A&R: Ivan Fernandez; Treasurer/Exec. Producer: Alberto Mitchell.

Label(s): (Owned) Unico.

United Sound Arts, PO Box 477, Long Branch, NJ, 07740, (800) 631-2187. Fax: (908) 870-3340. CEO: Robert Kimble; Pres.: Gertrude Kimble; Admin. Vice Pres.: James Kimble; Dir., Sales/Mktg.: Elaine Rauff.

Label(s): (Owned) Kimbo Educational.

US Reps.: Kaplan School Supply, Educational Record Center (NC); Childcraft Educational Corp. (NJ); Lakeshore Curriculum Materials (CA).

Universal-Athena Records (UAR), PO Box 1264, Peoria, IL, 61654, (309) 673-5755. Fax: (309) 673-5755. Owner: Jerry Hanlon.

Unlimited Inspiration Records, PO Box 614, Santa Cruz, CA, 95061, (408) 458-3022. Owner: Larry Leeder.

Label(s): (Owned) Unlimited Inspiration.

Upscale Jazz, 311 Willowbrook Rd., Staten Island, NY, 10314, (718) 698-2280. Fax: (718) 761-6411. A&R Dir.: Robert Marino.

Label(s): (Owned) Halfnote Int'l, Halfnote Jazz, Halfnote Records, Upscale Classics, Upscale Int'l, Upscale Jazz, Upscale Records.

Upstream Records, 35 Page Ave., Asheville, NC, 28801, (704) 258-9713. Fax: (704) 258-9727. Owner: Steven N. Heller; Bus. Mgr.: Holly B. Nettles.

Label(s): (Owned) Upstream.

Urgent! Records, Inc., 485 N. Canton Club Cir., Jackson, MS, 39236, (601) 957-7027. Fax: (601) 981-8241. Pres.: Tim Whitsett; Gen. Mgr.: Janis Harper; Press: Goring Heath.

Label(s): (Owned) Critical, Newmarket, Rim, Urgent!, Vital!, Vital Arts.

V

VU Records, 1946 N. Hudson Ave., Chicago, IL, 60614, (312) 787-6060. Pres.: Robin McBride.

Label(s): (Owned) VU.

VWC Records, PO Box 428, W. Square Station, New York, NY, 10461, (914) 654-0213. Pres.: Stuart Berke.

Vagrant Records, 2118 Wilshire Blvd., Ste. 361, Santa Monica, CA, 90403, (310) 453-1090. Fax: (310) 828-0427. Pres.: Rich Egan; Vice Pres.: Jon Cohen.

Label(s): (Owned) Vagrant.

US Reps.: Dutch East India (NY).

Valencia Records Int'l, 29165 Pierce St., Southfield, MI, 48076, (313) 557-5441. Fax: (313) 557-5441. Pres.: Ricky Smith; Vice Pres.: Victor Peraino.

Vandor Motion Pictures, Phonorecords & Music Publishing Group, 1826 Poplar Ln. SW, Albuquerque, NM, 87105, (505) 243-2881. Fax: (505) 247-4843. Chrmn.: Gen. Bobby Farrell; Pres.: Lois T. Cunningham; Vice Pres., Opns.: Dale H. Oldham; Vice Pres., Licensing: Matt L. Lucas; Vice Pres. A&R: Ginny Driskill.

Label(s): (Owned) Juke, Vandor Int'l, (Distributed) Aerolite Int'l, FMC Ltd., Icefire Int'l, Kalyx, Peony Int'l, Shan Int'l, Suddath Int'l.

US Reps.: Bobby Farrell, Int'l (NM).

Varese Sarabande Records, Inc., 11846 Ventura Blvd., Ste. 130, Studio City, CA, 91604, (818) 753-4143. Fax: (818) 753-7596. Pres.: Chris Kuchler; Vice Pres., Film Music: Robert Townsend; Vice Pres., Broadway: Bruce Kimmel; Dir., Catalog A&R: Cary Mansfield; Dir., Publicity/Mktg.: Michael Caprio.

Label(s): (Owned) Varese Sarabande.

US Reps.: UNI (CA).

Varrick Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Owners: Ken Irwin, Marian Levy, Bill Nowlin; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul.

US Reps.: Rounder Records (MA).

Vedisco Records, Inc., 1717 NW 82nd Ave., Miami, FL, 33126, (305) 592-4242. Fax: (305) 592-3770. Pres.: Jose Page; Vice Pres.: Conrado Dominguez; Gen. Mgr.: Guillermo J. Page; Prodn. Mgr.: Alejandro J. Fuentes; Sales Mgr.: Alvaro Mendez; Publishing Mgr.: Diane Mauri; Promo. Mgr.: Virginia De Gregorio.

Label(s): (Distributed) Barco's, Discos Fuentes, Velvet.

Velvet Int'l, Inc., 1717 NW 82nd Ave., Miami, FL, 33126, (305) 592-4242. Fax: (305) 592-3770. Pres.: Jose Page; Vice Pres.: Guillermo J. Page.

Label(s): (Owned) Velvet.

Vic Records, 1327 Cobb St., Kalamazoo, MI, 49007, (616) 342-5328. Owner: Vic La Val.

Label(s): (Owned) LaVal Records, (Distributed) Vic.

Victori Promotions & Marketing, Inc., 23494 Lahser Rd., Southfield, MI, 48034, (810) 948-9787. Fax: (810) 948-1093. Pres.: Jerome Cunningham, Sr.; Vice Pres. Opns.: Mertas D. Cunningham; Promo.: Michele A. Cunningham.

Label(s): (Owned) 2-Hot, (Distributed) CS, Hitline, Morning Glory, Torrid.

Victory Media Group, 1321 Commerce St., Ste. P, Petaluma, CA, 94954, (707) 769-1210. Owner/Gen. Mgr.: G. W. Daniel; Dir., A&R: Shelly Holling; Dir., Opns.: Mark Holling.

Label(s): (Owned) Bay City, Victory.

Victory Music, Inc., 8455 Beverly Blvd., 6th Floor, Los Angeles, CA, 90048, (213) 655-6844. Fax: (213) 655-6814. Pres.: Phil Carson; Contact: Lisa M. Zambrano.

Label(s): (Owned) Victory.

Virgin Records, 338 N. Foothill Rd., Beverly Hills, CA, 90210, (310) 278-1181. Pres./CEO: Phil Quatararo; Exec. Vice Pres., A&R: Kaz Utsunomiya; Sr. Vice Pres., Promo.: Michael Plen; Vice Pres., Publicity: Eliot Sekuler.

Label(s): (Owned) Charisma, Noo Trybe, Point Blank, Virgin, Virgin Movie Music, (Distributed) Rap-A-Lot.

Virgin Records, 1790 Broadway, New York, NY, 10019, (212) 586-7700. Pres./CEO: Phil Quatararo; Sr. Vice Pres., Promo.: Michael Plen; Vice Pres. Field Promo.: John Boulos.

Virginia Records, 217 Main St., Fort Lee, NJ, 07024, (201) 974-3900. Pres.: Al Thomas; A&R: Tom Argiro.

Virtual Mountain, PO Box 239, Fitzwilliam, NH, 03447, (603) 585-3094. Creative Dir.: Bruce Carroll.

Label(s): (Owned) Jazzy Toy.

Virtue Records/Fayette Records, 8809-11 Rising Sun Ave., Philadelphia, PA, 19115, (215) 763-2825. Fax: (215) 676-8992. Pres.: Frank Virtue; Publicity: Linda Vitacolonna; A&R Dir.: Mary Ann Lanciano.

Label(s): (Owned) Everything, Fayette, Pray Virtue, Rising Star, Virtue.

Vision Quest Records, 10019 Reisterstown Rd., Ste. 204, Owings Mill, MD, 21117, (410) 363-6848. Fax: (410) 581-9420. Pres.: Michael A. Freedman; Vice Pres.: Charles Kidwell; Sec./Commun.: Marcia Freedman.

Label(s): (Owned) Vision Quest.

US Reps.: Continental Communications (NJ).

Vision Records, Inc., 13385 W. Dixie Hwy., North Miami, FL, 33161, (305) 893-9191. Fax: (305) 895-2647. Pres.: Steve Alaimo; Vice Pres. A&R: Ron Albert; Treasurer: Howard Albert.

Label(s): (Owned) Vision, (Distributed) Cliff Sounds & Films, Gold Hill, Ms. B. P-Man.

Vital Records, 4774 Murietta St., Ste. 9, Chinori, CA, 91710, (714) 627-5944. Fax: (714) 627-6988. Engineer: David Manley; Sales: Luke Manley.

Voice Record, 117 Engineers Dr., Hicksville, NY, 11801, (516) 932-8448. Fax: (516) 939-0131. Pres.: Eric Malmut; Vice Pres.: Mark Malmut.

Label(s): (Owned) Collectors Pipeline, Fire, Humburg, Pipeline, World Serpent.

Vokes Record Co., PO Box 12, New Kensington, PA, 15068, (412) 335-2775. Pres./A&R: Howard Vokes.
 Label(s): (Owned) Country Boy, Vokes, (Distributed) Bunjak, Fox Fire, Love, Morgan of Clover, Pot-of-Gold, Rave, SAC, Wiley Street.
Vox Music Group, 560 Sylvan Ave., Englewood Cliffs, NJ, 07632, (201) 894-8700. Fax: (201) 894-8630. Gen. Mgr.: Irwin Katz; Nat'l Dir. Sales: Martin Basart.
 Label(s): (Owned) Allegretto, Family Classics, Music Masters, Stradivari, Vox Cameo Classics, Vox Legends, Vox 90s, Vox/Turnabout, Vox Unique, VoxBox, (Distributed) Musique d'Or.
Voyager Recordings, 424 35th Ave., Seattle, WA, 98122, (206) 323-1112. Fax: (206) 329-2416. Owner/Pres.: Vivian T. Williams; Owner: Philip L. Williams.
 Label(s): (Owned) Voyager.
Voyager Records, Inc., 812 W. Darby Rd., Havertown, PA, 19063, (610) 446-7100. Fax: (610) 446-7721. Pres.: Denny Somach; Sec.: Richard Somach.
 Label(s): (Owned) Voyager.
 US Reps.: MCA (U.S.A.).
 Int'l Reps.: M.C.A. (Int'l).

W

WEA Latina, Inc., 1415 W. Magnolia Blvd., Ste. 201, Burbank, CA, 91505, (818) 955-8050. Fax: (818) 955-9006. Gen. Mgr.: Sergio Rozanblatt; Controller: Gilda Ellougi; Sales Mgr.: Sylvia Barrera; Promos/West Coast: Horacio De Vera; Promos/Mid West: Sabino Hidalgo; Promo/Puerto Rico (809) 251-9354; Wilma Gonzalez; Promo/Miami (305) 541-5634; Maria Elena Guerreiro.
 Office(s): 3539 Oakgate Dr., #166, San Antonio, TX, 78230, (210) 641-7418, Contact: Jose Garcia.
 Label(s): (Owned) Tropical Storm, (Distributed) BER, Manny Music, Soundwave.
WIM Records, Inc., 3707 65th Ave., Greeley, CO, 80634, (303) 330-6901. Fax: (303) 330-7738. Pres.: William Schmidt; Vice Pres. A&R: Sharon Davis.
 Label(s): (Owned) WIM.
Wajji Records, 423 Florida Ave. NE, Washington, DC, 20002, (202) 546-9121. Fax: (202) 544-8447. Pres.: Will R. Walker; Vice Pres.: Issac Salmon; Music Producer: Sameerah S. Muhammad; Promo. Dir.: Larry McCowin.
 Label(s): (Owned) Wajji.
 US Reps.: Central South Music (TN).
Waldoxy Records, Inc., 3023 W. Northside Dr., Jackson, MS, 39213, (601) 982-4522. Pres.: Tommy Couch, Jr.
Wall Street Music, 1189 E. 14 Mile Rd., Birmingham, MI, 48009, (313) 646-2054. Fax: (313) 646-1957. Pres.: Joseph Sanders; Chrmn.: Tim Rochon; Publicity: Ginny Shea; Retail Promo.: Kevin King.
 Label(s): (Owned) Wall Street Music.
 US Reps.: Great Bay Dist. (MD); Paul Starr Dist. (MN); Action Music (OH).
Walton Record Productions, 1599 Jasper Ave. NW, Palm Bay, FL, 32907, (407) 951-2626. Exec. Prod.: Jimmy Walton; Pub. Rel.: S. Hardesty; Mktg.: Diane Nash.
 Label(s): (Owned) Walton Record Productions.
Wan Star Entertainment Group, 512C Rutledge Ave., Charleston, SC, 29405, (803) 853-5294. Pres./Producer: Samuel W. Colston III; Vice Pres., A&R: Kim A. Wentworth.
 Label(s): (Owned) Surge, Tye.
Warlock Records, 19 W. 21st St., Ste. 702, New York, NY, 10010, (212) 807-6900. Fax: (212) 807-6993. Pres.: Adam Levy; Exec. Vice Pres.: Diana Lemchak; Vice Pres.: Joel Bonner; Copyright/Foreign Lic. Adv.: Sharon Strickland; Accounting: Susan Frick; Accounting: Howard Fisher; Record/Radio Pools: Darrell Ellerbe; Prod'n/Art: Sharon Reed.
 Label(s): (Owned) Quality, Warlock, (Distributed) Chez Nouz, Deco Records, Funky Bass, High Power, Idlers, Ligosa, Mis Records, Spin-It, Tracer Records, X-Press.
Warner/Elektra/Atlantic Corp., 111 N. Hollywood Way, Burbank, CA, 91505, (818) 846-9090. Fax: (818) 846-8474. Pres.: Lenny Waronker; Exec. Vice Pres.: Murray Gillin; Sr. Vice Pres., Music: Doug Frank; Sr. Vice Pres., Bus. Affairs: David Altschul; Sr. Vice Pres., Promom.: Stu Cohen; Vice Pres., Bus. Affairs: Fred Brown; Vice Pres./Dir. Publicity: Bill Bentley; Vice Pres., Int'l: Tom Ruffino; Sr. Dir., Adv./Merch.: Laurie Burke; Artist Relations Mgr.: Ife Kiara; Int'l Mktg. Mgr.: Liz Goodman; Vice Pres., Alternative Mktg.: Jo Lenardi; Dir. Int'l Servs.: John Hearn; Vice Pres., A&R/Black Music: Kerry Gordy; Vice Pres./A&R/Devel. Black Music: Carolyn Baker; Nat'l Promo Dir.: Dave Lombardi; Nat'l Promo Dir./Alternative: Jimmy Dickson; Field Staff: Danny Davenport.
Warner Bros. Records, Inc., 75 Rockefeller Plz., New York, NY, 10019, (212) 275-4500. Fax: (212) 275-4595. Chrmn./CEO Warner Music Grp.: Robert J. Morgado; COO/Pres. Warner Music-U.S.: Doug Morris; Vice Pres. A&R: Karen Berg; Vice Pres. A&R: Russ Titelman; East Coast Vice Pres. Publicity: Liz Rosenberg Citron; Vice Pres.: Donna Russo; Dir., Opns.:

Carmela Kasoff; Dir., A&R: Adrian Miller.
Warner Bros. Records, Inc., 20 Music Sq. E., Nashville, TN, 37203, (615) 748-8000. Fax: (615) 214-1514. Pres.: Jim Ed Norman; Sr. Vice Pres./Gen. Mgr.: Eddie Reeves; Sr. Vice Pres. Mktg.: Bob Saportit; Sr. Vice Pres. Promo.: Bill Mayne.
 Label(s): (Distributed) A*Vision, Acme, American Recordings, Asylum, Atco, Atlantic Nashville, Basic, Big Beat, Big Kids Entertainment, Big Screen Music, Capricorn, Cold Chillin', Dark Horse, Delicious Vinyl, Duck, Eardrum, Earthbeat!, EastWest, Elektra Musician, Erato, Es Paranza, Finnadar, First Priority, Forceful, 4 A.D., Giant, Hollywood, Interscope, Kid Rhino, Luakabop, Luke, Mammoth, Matorator, Maverick, Mechanic, Medicine, Mesa/Blue Moon, Metal Blade, Modern, Music For Little People, Mute, Nonesuch, Opal, Qwest, Reprise, Rhino, Ruthless, Select, Sire, Slash, Teldec, Third Stone, Tropical Storm, Vintertainment, Warner Bros. Nashville.
Watermelon Records, Inc., 1201 W. 24th, #204, Austin, TX, 78704, (512) 472-6192. Fax: (512) 472-6249. Pres.: Heinz Geissler; Vice Pres.: John Kunz; Promo.: Sue Fawer.
 Label(s): (Owned) Watermelon.
Fred Weinberg Productions, Inc., 16 Dundee Rd., Stamford, CT, 06903, (203) 322-5778, (212) 349-6644. Fax: (203) 329-7838. Pres./CEO: Fred Weinberg; Vice Pres.: Gregg Scott; Vice Pres., Sales/Mktg.: Greg Smith.
 Label(s): (Owned) FWP, Frejo, Viva La Musica, Wave.
Welch Grape Records, 991 Oak St., West Barnstable, MA, 02668, (508) 362-4908. Pres.: Mike Welch.
 Office(s): 991 Oak St., West Barnstable, MA, 02668, (508) 362-4908.
 Label(s): (Owned) Vineland, Welch Grape.
Welk Music Group, 1299 Ocean Ave., Ste. 800, Santa Monica, CA, 90401, (310) 451-5727. Fax: (310) 394-4148. CEO: Christine Hamilton; Pres.: Larry Welk, Kent Crawford; Dir., Sales: Bernie Grossman.
 Label(s): (Owned) Ranwood, Vanguard, (Distributed) Hindsight.
West Records, PO Box 8875, Universal City, CA, 91608, (818) 509-9964. Fax: (818) 769-1756. Owner: Boots Clements; Gen. Mgr.: Jim McGuckin; Gen. Mgr.: David Enos.
 Label(s): (Owned) Dynasty, "E" Records, Lane, West Records.
Westbound Records, Inc., 21348 Telegraph Rd., Ste. 200, Southfield, MI, 48034, (313) 355-1540. Pres.: Armen Boladian; Promo.: Michael Webb; Dir.: Hazel Hollenquest.
 Label(s): (Owned) Sounds Of Gospel, Westbound.
Westwood Entertainment Group, 167 Main St., Metuchen, NJ, 08840, (908) 548-6700. Fax: (908) 548-6748. Pres.: Victor Kapli; Gen. Mgr.: Elena Petillo; Dir., A&R: Robert Biloti.
 Label(s): (Owned) Cavalcade, Distinct, Westwood, (Distributed) Changing World, RockBeat.
Whaleco Music/Nuclear Whales, 208 Highland Ct., Santa Cruz, CA, 95060, (408) 425-4721. Fax: (408) 425-0931. Pres.: Don Stevens; Vice Pres. A&R: Anne Chavre; Promos.: Rich Wills.
 Label(s): (Owned) Whaleco Music, (Distributed) Batish.
Wham Bam Records, 812 W. Darby Rd., Havertown, PA, 19083, (610) 446-7100. Fax: (610) 446-7721. Pres.: Denny Somach.
 Label(s): (Owned) Den/Rich, Wham Bam.
Reid Whitelaw Productions, 5440 N. Ocean Dr., #1507, Singer Island, FL, 33404, (407) 842-3383. Fax: (407) 840-9121. Owner/Pres.: Reid Whitelaw.
 Label(s): (Distributed) Brookside.
 US Reps.: Hot Productions (FL).
Dean Whitney Music Enterprises, PO Box 106, Lake Arrowhead, CA, 92352, (909) 337-5161. Fax: (909) 337-0474. Owner/Gen. Mgr.: Dean Whitney.
 Label(s): (Owned) Brainchild.
Thomas Wiggins Associates, PO Box 21118, Castro Valley, CA, 94546, (510) 254-2216. Fax: (510) 254-2213. Pres./CEO: Thomas Wiggins; Vice Pres.: Charles Greene; Adv. Dir.: Paul Jaulus.
 Label(s): (Owned) Elite, Nineveh, No Bull, Persepolis.
 US Reps.: Memo (CA).
Wilby Records, 15305 Devonshire St., Ste. 5542, Mission Hills, CA, 91345, (818) 367-8519. Pres./Producer: Irene LaMothe; Mgr.: Phillip Couture.
 Label(s): (Owned) Wilby.
Wild Country Records, PO Box 355, Roundup, MT, 59072, (406) 947-5688. Gen. Mgr.: Anthony Dittonno; A&R Dir.: David Ramirez; Promo.: Wayne Wood; Publicity: Rochelle Dittonno. Office(s): 8455 W. Sahara, Ste. 161, Las Vegas, NV, 89117, (702) 254-3327, Contact: Gilbert Reinsteint.
 Label(s): (Owned) Wild Country.
Wild Rags Records, 2207 W. Whittier Blvd., Montebello, CA, 90640, (213) 726-9593. Fax: (213) 726-4046. A&R: Richard C.
Wild Twin Records, 807 Jennings Dr., Wilmington, NC, 28403, (910) 452-7752. Pres.: Carter Cathcart; Vice Pres.: Neil Moore.
 Label(s): (Owned) Wild Twin.
Wild West Records, PO Box 1305, Houston, TX, 77002, (713) 228-5449. Pres.: Sheldon Weisfeld; Mktg. Dir.: Jorge Enrique; Artist: Rom Ryan; A&R: Stephanie Morein.
 Label(s): (Owned) Wild West.
 US Reps.: Back Roads Dist., City Hall (CA); White Swan (CO); South West Wholesale (TX).
Wildcat Recording Corp., 950 N. Kings Rd., Los Angeles, CA, 90069, (213) 848-9200. Fax: (213) 848-9448. Pres.: Michael Gormley; Vice Pres.: Chris Kuchler; Dir., Publicity/Mktg.: Michael Caprio.
 Label(s): (Owned) Wildcat.
 US Reps.: UNI Dist.
Wilson Audio Specialties, Inc., 2233 Mountain Vista Ln., Provo, UT, 84606, (801) 377-2233. Fax: (801) 377-2282. Pres.:

David A. Wilson; Recordings Admin.: Troy Bankhead.
 Label(s): (Owned) Wilson Audiophile Definitive.
Wilson Okulolo, Inc., 584 61st St., Oakland, CA, 94609, (510) 655-3357. Fax: (510) 655-3357. Pres.: J.G. Wilson; Vice Pres./A&R: K.A. Okulolo; Dir., Sales/Promo.: Pietro G. Poggi.
 Label(s): (Owned) Inner Spirit.
 US Reps.: Mesa, Rhino, Putumayo, Coloumbia House.
Windham Hill Records, 75 Willow Rd., Menlo Park, CA, 94025, (415) 329-0647. Fax: (415) 329-1512. Pres./CEO: Anne Robinson; Dir., Mktg.: Roy Gattinella; Vice Pres., Sales: Pat Berry; Dir., A&R: Bob Dusks.
 Office(s): 1450 Broadway, 33rd Floor, New York, NY, 10036, (212) 930-4828, Fax: (212) 930-4827, Regional Mgr.: Michael Kaufmann; One S. 450 Summit Ave., Ste. 185, Oakbrook Terrace, IL, 60181, (708) 468-6485, Fax: (708) 268-6489, Regional Mgr.: Mark Callaghan; Oude Enghweg 24, Hilversum, 1217 JD, The Netherlands, 31-35-249970, Fax: 31-35-249939, Label Mgr./Europe: Frank van Houten; 2210 Parklake Dr. N.E., Ste. 100, Atlanta, GA, 30345, (404) 414-6270, Fax: (404) 414-6231, Regional Mgr.: Dana Beren; 6363 Sunset Blvd., 6th Floor, Hollywood, CA, 90028, (213) 468-4183, Fax: (213) 468-4073, Regional Mgr.: Tom Mehren.
 Label(s): (Owned) High Street, Windham Hill, (Distributed) Dancing Cat.
 Int'l Reps.: BMG Dist.
Wings Record Co., Rt. 3, PO Box 172, Haynesville, LA, 71038, (318) 927-5253. Pres.: Edward N. Detteneheim.
 Label(s): (Owned) Wings.
Winner Records, PO Box 151095, San Rafael, CA, 94915, (415) 453-7712, (415) 453-5134. Fax: (415) 258-0692. Pres.: Mark Naftalin; Vice Pres.: Ellen Naftalin; Sales/Promos.: Sally Synhoff.
Winners Circle Records, PO Box 9296, Scottsdale, AZ, 85252, (602) 837-8650. Pres.: Jeff Dayton.
 Label(s): (Owned) Bald Headed, Not Yet.
Wizard & Feather Brown Productions, PO Box 132, Astor Station, Boston, MA, 02123, (617) 721-9771. Fax: (617) 721-9771. Co-Owner: Lauren Passarelli; Co-Owner: Cindy Brown.
 Label(s): (Owned) Feather.
 US Reps.: Bayside (CA); Goldenrod/Horizon (MI).
Word Records, 3319 W. End Ave., Ste. 200, Nashville, TN, 37203, (615) 385-9673. Fax: (615) 385-9696. Gen. Mgr.: Lynn Keesecker.
 Label(s): (Owned) Myrrh, Word.
World Circuit Records, 1 Camp St., Cambridge, MA, 02140, (617) 354-0700. Fax: (617) 491-1970. Managing Dir.: Nick Gold; Label Rep.: Michael Dunford; Mktg. Dir.: Susan Piver; Promo. Dir.: Brad Paul.
World Disc Productions, Inc., 915 Spring St., Friday Harbor, WA, 98250, (206) 378-3979. Fax: (206) 378-3977. Pres./Producer/A&R: Richard Hooper; Vice Pres., Sales: Michael Coyne; Publicity Dir./Mktg. Mgr.: Sheri Boucher Flynn.
 Label(s): (Owned) Nature Recordings, World Disc Music.
World Wide Entertainment Records, 2895 Biscayne Blvd., Ste. 455, Miami, FL, 33137, (305) 460-3547, (809) 399-9179. Pres./A&R Dir.: Darrin McGillis.
 Office(s): Condo, Castillo del Mar, Ste. 1444, Carolina, PR, 00979, (809) 399-9179.
 Label(s): (Owned) Island Hit Makers, McGillis, McGillis Music Co.
 US Reps.: Rey Reyes (FL).
 Int'l Reps.: Discos Hispanos (Peru).
World Wide Entertainment Records, Cond. Castillo del Mar, Ste. 1444, Isla Verde, PR, 00979, (809) 399-9179, (305) 460-3547. Pres., A&R: Darrin McGillis.
 Label(s): (Owned) Island Hit Makers, McGillis.
 US Reps.: Rey Reyes (FL).
 Int'l Reps.: Discos Hispanos (Peru).
Worldtone Music, Inc., 230 Seventh Ave., New York, NY, 10011, Mgr.: Kenneth Spear.
 Label(s): (Owned) Worldtone, (Distributed) Aldana, Atoll, Cadans, Syncoop, Tema, Vivace.
Would'n Shoe, 2580 S. Jersey St., Denver, CO, 80222, (303) 692-0760. Fax: (303) 279-7111. CEO/A&R: Stephen Bond Garvan.
 Label(s): (Owned) Would'n Shoe, (Distributed) Greenpeace, Hatch.

X-Y

X II Ecstasy Records (Div. of Aerobic Music Assn., Inc.), #924 E. 110th St., Garfield Heights, OH, 44125, (614) 444-5149. Fax: (614) 621-9109. Pres.: Patrice Capretta; Vice Pres.: Ronald Nagy; A&R: Vincent Capretta; Licensing: Monroe Cover.
XLNT Music, 38-62 240th St., Little Neck, NY, 11363, (718) 279-4139. Pres./A&R Dir.: James Cohn; Vice Pres.: Eileen Cohn.
 Label(s): (Owned) XLNT Music.
 US Reps.: Albany Music Dist., Inc. (NY).
Xanadu Records Ltd., 3242 Irwin Ave., Kingsbridge, Bronx, NY, 10463, (718) 549-3658. Pres.: Don Schlitten.
 Label(s): (Owned) Xanadu.
 US Reps.: Artistic Music (NJ).
Yellow-Jacket Records, 10303 Hickory Valley Dr., Fort Wayne, IN, 46835, (219) 627-5168. Pres./Gen. Mgr.: Allan Straten; Vice Pres./A&R Dir.: Sylvia Grogg.
 Label(s): (Owned) Yellow-Jacket.
Yellowstone Records, 888 O Callaghan Dr., Sparks, NV, 89434, (702) 359-4120. Pres.: Burch Ray; Vice Pres.: Linda Palmer; Mgr.: Ray Palmer.
 Label(s): (Owned) Yellowstone.

YesYes Records, 12909 Copperas Ln., Richmond, VA, 23233, (804) 360-4865. Pres.: David L. Esleck; Gen. Mgr.: Elizabeth B. Cherry.
 Label(s): (Owned) YesYes.
Young Country, PO Box 5412, Buena Park, CA, 90620, (909) 371-2973. Contact: Leo J. Eliffert, Jr.
Young Star Productions/Gold Karat Records, 5501 N. Broadway, Chicago, IL, 60640, (312) 989-4140. Fax: (312) 989-4147. Pres.: Starling Young; Vice Pres.: Media Promo.: Robert "Trooper" York; Exec. Sec., A&R: Kelley Garrett.
 Label(s): (Owned) Gold Karat.
 US Reps.: Unique (NY); Big State (TX); Bassin (FL); M.S. (IL).
Youngheart Music, Inc., 10701 Holder St., Cypress, CA, 90630, (800) 444-4287, (714) 995-7888. Fax: (714) 995-3548. Pres.: Jim Connelly; Mktg. Dir.: Tom Weller; Gen. Mgr.: Jim Recor.
 Label(s): (Owned) Youngheart.
 US Reps.: Int'l Film & Video (CA).

Z

Z Y X Music Distributor Ltd., 72 Otis St., West Babylon, NY, 11704, (516) 253-0800. Fax: (516) 253-0115. Mng. Dir.: Anthony Mascia; Sales Mgr.: Harry Yardum; Promo. Dir.: Harry Towers; A&R Mgr.: Cliff Massie.
 Label(s): (Owned) Z Y X Classics, (Distributed) Boy, Dance Street, ESP, Generator, I M G, Shift, Undercover.
ZZYZX Records, PO Box 23, Sun Valley, CA, 91352, (818) 982-2174. Owner: J. Eric Freedner; A&R: Lawrence Treadwell.
 Label(s): (Owned) ZZZYX.
Zebra/overground Records, PO Box 7441, Santa Cruz, CA, 95061, (408) 459-7947. Fax: (408) 458-2384. Dir., Opns. (West Coast): Steve West.
 Label(s): (Owned) Govinda, Panther Music, RAM i d, Skateboard.
Zelda Records, PO Box 150163, Nashville, TN, 37215, (615) 386-9266. Fax: (615) 386-9266. Pres.: Mari Lyon.
Zerobudget Records, PO Box 2044, Dept. B, La Crosse, WI, 54602, (608) 783-5818. Pres./CEO: Stephen D. Harm; A&R Dir.: Dale Sticha; A&R Asst.: David Reinders.
 Label(s): (Owned) Zerobudget, (Distributed) Boat.
Zim Records, 18 Ivy Dr., Jericho, NY, 11753, (516) 681-7102. Fax: (516) 822-7952. Owner: Arthur Zimmerman.
Zion Music Group, 105 Oak Valley Dr., Nashville, TN, 37207, (615) 262-2600. Fax: (615) 226-4070. Pres.: Kevin McManus; Vice Pres./A&R: Tony Turner; Office Mgr./Sales: Scotty Raines; Promos.: Angela Brashear.
 Label(s): (Owned) Jericho, Zion.
 US Reps.: Appalachian Bible, New Day Christian (TN); Spring Arbor (MI); Journeyman (MO).
Zip Kid Records, PO Box 8161, New York, NY, 10116, (212) 439-8086, (305) 390-2782. Owner: Jacques Battel.
Zoe Records, 2980 W. 28th St., Brooklyn, NY, 11224, (718) 265-2327. Pres.: Robert Taylor; Vice Pres.: Kirk Harris; Promo. Mgr.: Vincent Kitt.
Zomba Recording Corp., 137-139 W. 25th St., 11th Floor, New York, NY, 10001, (212) 727-0016. Fax: (212) 645-3783. Chrmn./CEO: Clive Calder; Sr. Vice Pres./Gen. Mgr./Jive/Silver: Barry Weiss; Sr. Vice Pres. Artist Devel.: Ann Carli; Sr. Vice Pres., A&R: Jeff Fenster.
 Office(s): 6777 Hollywood Blvd. 6th Floor, Hollywood, CA, 90028, (213) 464-7409, Fax: (213) 464-7144, Vice Pres. West Coast: Neil Portnow, Dir. Silvertone: Michael Tedesco.
 Label(s): (Owned) Jive, Silvertone.
 US Reps.: BMG Music (NY).
Zoo Entertainment, 6363 Sunset Blvd., Hollywood, CA, 90028, (213) 468-4200. Fax: (213) 468-4207. Pres.: Lou Maglia; Vice Pres., Bus. Opns.: Sami Valkonen; Sr. Vice Pres., Mktg.: Brad Hunt; Vice Pres., A&R: Bud Scoppa.
Zoom Express, 578 Broadway, Ste. 1106, New York, NY, 10012, (212) 274-0200. Fax: (212) 274-9776. Pres.: Bob Hinkle; Vice Pres.: Michael Kruzan; Vice Pres.: John Scilipute.
 Label(s): (Owned) Zoom, Inc., (Distributed) BMG Kidz, Fight.
 US Reps.: BMG Dist., Bantam-Dell-Doubleday Dist. (NY,NJ).
Zoom Express/BMG Kidz, 1540 Broadway, 39th Floor, New York, NY, 10036, (212) 274-0200. Fax: (212) 274-9776.

AUDIO BOOK PUBLISHERS

Achievement, Inc., 485 South Broadway, Hicksville, NY, 11801, (516) 931-2500, Fax: (516) 931-2575. Contact: Linda C. Unger.
 Type: Child Educational.
Audio Book Contractors, PO Box 40115, Washington, DC, 20016, (202) 363-3429.
 Type: Unabridged classics.
Audio Bookshelf, Prescott Hill Rd., Northport, ME, 04849, (207) 338-1713, (800) 234-1713. Contact: Heather Frederick.
 Type: Fiction/non-fiction.
Audio Entertainment, Inc., PO Box 461059, Aurora, CO, 80046, (303) 680-6020, Fax: (303) 680-6019. Contacts: Jeffery Kenneth Prager, Judy Prager.
 Type: Original Romance.
Audio Literature, PO Box 7123, Berkeley, CA, 94707, (510) 845-8414.
 Type: Philosophy/new age.

The Audio Partners Publishing Corp., 1133 High St., Auburn, CA, 95603, (916) 888-7803, Fax: (916) 888-7805. Contact: Linda D. Olsen.
 Type: Fiction/non-fiction.
Audio Renaissance Tapes, 5858 Wilshire Blvd., Ste. 205, Los Angeles, CA, 90036, (213) 939-1840, Fax: (213) 939-6436. Contact: George Hodgkins.
 Type: Fiction/non-fiction.
Audio Scholar, 10375 Nichols Lane, Mendocino, CA, 95460, (707) 937-1225.
 Type: Non-fiction classics.
Audio-Forum (a Div. of Jeffrey Norton Publishers, Inc.), 96 Broad St., Guilford, CT, 06437, (203) 453-9794, Fax: (203) 453-9774. Contact: Jeffrey Norton.
 Type: Educational material.
August House, PO Box 3223, Little Rock, AR, 72203, (501) 372-5450.
 Type: Folklore stories.
Bantam Doubleday Dell Audio, 1540 Broadway, New York, NY, 10036, (212) 782-9807, Fax: (212) 782-9600. Contact: Jenny Frost.
 Type: Fiction/non-fiction.
Books on Tape, Inc., PO Box 7900, Newport Beach, CA, 92658, (714) 631-7764, Fax: (714) 548-6574. Contacts: Duvall Y. Hecht, Barbara Singleton.
 Type: Fiction/non-fiction.
Bridge Publications Audio, 4751 Fountain Ave., Los Angeles, CA, 90029, (213) 953-3320. Contact: Ann Arrow.
 Type: Fiction/non-fiction.
Brilliance Corp., PO Box 887, Grand Haven, MI, 49417, (616) 846-5256, (800) 648-2312, Fax: (616) 846-0630. Contact: Eileen Hutton.
 Type: Fiction/non-fiction.
Buckingham Classics, Ltd., 1240 W. Arthur, Chicago, IL, 60626, (312) 335-7407. Contact: Beth Baxter.
 Type: Fiction/non-fiction.
Council Oak Books, 1350 115th St., Tulsa, OK, 74120, (918) 587-6454.
 Type: Non-fiction & child.
Dove Audio, 301 N. Canon Dr., Ste. 203, Beverly Hills, CA, 90210, (310) 273-7722, Fax: (310) 273-0365. Contact: Michael Viner.
 Type: Fiction/non-fiction.
Durkin Hayes Publishing, One Colombia Dr., Niagara Falls, NY, 14305, (716) 298-5150, Fax: (716) 298-5607. Contact: Patrick Hayes.
 Type: Fiction/non-fiction.
FMS Productions, 5320-D Carpinteria Ave., Carpinteria, CA, 93014, (805) 684-7891.
 Type: Fiction/non-fiction.
Gang of Seven, PO Box 419, Bar Mills, ME, 04004, (207) 929-5777, Fax: (207) 929-5775.
 Type: Fiction/non-fiction.
Golden Voices, 900 Long Blvd., Lansing, MI, 48911, (517) 694-0842.
 Type: African-American literature.
Guides-On-Tape, Inc., 21 E. 90th St., New York, NY, 10128, (212) 348-6100. Contact: Irene Aiello.
 Type: Walking tours.
Harper Audio, 10 E. 53rd St., New York, NY, 10022, (212) 207-7000, Fax: (212) 207-6912. Contact: Carolyn Willis.
 Type: Children's books.
Hay House, 1154 E. Dominguez St., Carson, CA, 90749, (310) 605-0601.
 Type: Metaphysical/Self help.
Helion Audio Books, 9556 Sunland Blvd., Shadow Hills, CA, 91040, (818) 352-9174. Contact: Greg Knowles.
 Type: Various.
High Top Sports Productions, 6777 Hollywood Blvd., Los Angeles, CA, 90028, (213) 957-5600.
 Type: Sports.
High Windy Audio, 260 Lambeth Walk, Fletcher, NC, 28732, (704) 628-1728, Fax: (704) 628-4435. Contact: Virginia Callaway.
 Type: Children's stories.
HighBridge Co., 340 Woodhouse Ave., Wallingford, CT, 06492, (203) 269-0065, Fax: (203) 269-3818. Contact: Jim Brannigan.
 Type: Fiction/non-fiction.
In Print Publishing, 65 Verde Valley School Rd., Sedona, AZ, 86336, (602) 284-1370.
 Type: Native American titles.
Jossey-Bass, 350 Sansome St., San Francisco, CA, 94104, (415) 433-1740.
 Type: Governing.
Kaplan Associates, PO Box 1805, Pinehurst, NC, 28374, (910) 215-0701.
 Type: Educational Biography.
Knowledge Products, 722 Rundle Ave., Ste. 813, Nashville, TN, 37210, (800) 876-4332, (615) 742-3852.
 Type: Educational.
Listening Library, Inc., 1 Park Ave., Old Greenwich, CT, 06870, (203) 637-3616, Fax: (203) 698-1998. Contact: Annie Cardillo.
 Type: Unabridged fiction.
The Mind's Eye, 37 Commercial Blvd., Novato, CA, 94949, (415) 883-7701, Fax: (415) 883-1849. Contact: Bob Evans.
 Type: Games/nostalgia/child.
Mystic Fire, 225 Lafayette St., Ste. 1206, New York, NY, 10012, (212) 941-0999.
 Type: New age/science/philosophy.
NTC Publishing Group, 4255 W. Touhy Ave., Lincolnwood, IL, 60466, (708) 679-5500.
 Type: Educational.
Thomas Nelson, Nelson Pl. at Elm Hill Pike, Nashville, TN,

37214, (615) 889-9000.
 Type: Religious.
New World Library, 58 Paul Dr., San Rafael, CA, 94903, (415) 472-2100.
 Type: Self help/Meditation.
Nolo Press, 950 Parker St., Berkeley, CA, 94710, (510) 549-1976.
 Type: Fiction/non-fiction.
NorthWord Press, Inc., PO Box 1360, Minocqua, WI, 54548, (715) 356-9800, Fax: (715) 356-9762. Contact: Donna Lebrecht.
 Type: Natural history.
Parabola Audio, 656 Broadway, New York, NY, 10012, (212) 505-6200.
 Type: Non-fiction/inspiration.
Penguin/Highbridge Audio, 375 Hudson St., New York, NY, 10014, (212) 366-2000, Fax: (212) 366-2952. Contact: Marcia Burch.
 Type: Fiction/non-fiction.
Pharoah Audiobooks, PO Box 535, Phoenixia, NY, 12464, (914) 688-2464.
 Type: Childrens episodic adventure.
Prelude Press, 8159 Santa Monica Blvd., Los Angeles, CA, 90046, (213) 650-9571.
 Type: Self help.
Publishers Group West, 4065 Hollis St., Emeryville, CA, 94608, (510) 658-3453.
 Type: Fiction/non-fiction.
The Publishing Mills, 1680 N. Vine St., Ste. 1016, Los Angeles, CA, 90028, (213) 467-7831, Fax: (213) 467-0661. Contact: Jessica Kaya.
 Type: Fiction/non-fiction.
Random House Audio Publishing, 201 E. 50th St., 25-1, New York, NY, 10022, (212) 872-8203, Fax: (212) 572-6030. Contact: Pat Johnson.
 Type: Fiction/non-fiction.
The Reader's Chair, 860 Chappell Rd., Hollister, CA, 95023, (408) 636-1296, Fax: (408) 636-1296. Contact: Delia White.
 Type: Unabridged fiction.
Recorded Books, Inc., 270 Skipjack Rd., Prince Frederick, MD, 20678, (410) 535-5590, Fax: (410) 535-5499. Contact: Sandy Spencer.
 Type: Fiction/non-fiction.
Rezound Audio Books, 5353 Nathan Ln., Plymouth, MN, 55442, (612) 553-2000, Fax: (612) 553-0424. Contact: Diane Dickmeyer.
 Type: Fiction/non-fiction.
Romance Alive Audio, 8300 Tampa Ave., Ste. G, Northridge, CA, 91324, (818) 772-4528.
 Type: Romance novels.
Simon & Schuster Audio, 1230 Avenue of the Americas, New York, NY, 10020, (212) 698-7184, Fax: (212) 632-8091. Contacts: Seth Gershel, Amelia Wilson.
 Type: Fiction/non-fiction.
Sound Horizons, 250 W. 57th St., Ste. 1527, New York, NY, 10107, (212) 956-6235, Fax: (212) 586-2420.
 Type: Self help.
Soundlines Entertainment, 10573 W. Pico Blvd., Box 821, Los Angeles, CA, 90064, (800) 428-3467.
 Type: Movie tie-ins.
Sounds True, 735 Walnut St., Boulder, CO, 80302, (303) 449-6229.
 Type: Psychology/spiritual.
Southern Methodist University Press, PO Box 415, Dallas, TX, 75275, (214) 768-1430.
 Type: Religious.
StayWell, 11431 Ventura Blvd., Ste. 312, Sherman Oaks, CA, 91423, (818) 990-5410, Fax: (818) 990-5414. Contact: Bo Lebo.
 Type: Health tapes.
Sunset Productions, 359 Montezuma, Ste. 172, Santa Fe, NM, 87501, (505) 471-8004, Fax: (505) 471-8122.
 Type: Westerns.
Sutphin Corp., Box 683, Ashland, OR, 97520, (503) 488-7880.
 Type: Self help/metaphysics.
Thorndike Audio, PO Box 159, Thorndike, ME, 04986, (207) 948-2962.
 Type: Fiction/non-fiction.
Time Warner AudioBooks, 9229 Sunset Blvd., Fourth Floor, Los Angeles, CA, 90069, (310) 205-7471, Fax: (310) 205-7470. Contact: Judy McGuinn.
 Type: Fiction/non-fiction.
Tyndale House, 351 Executive Dr., Wheaton, IL, 60189, (708) 668-8300.
 Type: Religious/inspirational.
The Watershed Foundation, 6925 Willow St. NW, Ste. 201, Washington, DC, 20012, (202) 722-9105.
 Type: Poetry.
Word, 5221 N. O'Connor Blvd., Ste. 1000, Irving, TX, 75039, (214) 556-1900.
 Type: Religious/inspirational.
ZBS Foundation, RR 1, Box 1201, Fort Edward, NY, 12828, (518) 695-6406, Fax: (518) 695-4041. Contact: Thomas Lopez.
 Type: Fiction drama series.

VIDEO STUDIOS & PROGRAM SUPPLIERS & BUYERS

ABC VIDEO, 1200 High Ridge Rd., Stamford, CT, 06905, (203) 968-9100. Pres.: Jon Pelsinger; Publicity Mgr.: Pamela Dill; Vice Pres., Sales/Mktg.: Mark Gilula.

Intermediary Foundation of the Universal Declaration of Human Rights

OPEN BRIEF

AANTEKENEN

United States Copyright Office
101 Independence Ave SE
Washington D.C., 20559-6000
U.S.A.

Betreft: Verweesde Werken plaat LP Hitler's
Inferno Mierlo, 2 juli 2008

Mijnheren,

Safe Harbor voor het gebruik van verweesde werken voor wetenschappelijke, technische en medische literatuur.

In december 2006 kondigde STM een beleid aan over verweesde werken, auteursrechtelijk beschermde werken (literaire werken, ook muziekwerken, met inbegrip van eventuele begeleidende werken, enz.) waarvoor een toekomstige gebruiker niet in staat is om de legitieme houder van de relevante rechten -eigenaar van het auteursrecht- te identificeren, te lokaliseren en contact op te nemen met het oog op het verkrijgen van toestemming voor het gebruik van dergelijke werken.

Onlangs zijn de oprichtingsdocumenten per post naar CD Baby verzonden, adres 5925 NE Ave, Portland, OR 97218-2891, USA. Het (nieuwe) bedrijf Audio-Rarities in Nederland en Intermediary Foundation of the Universal Declaration of Human Rights (ook uit Nederland), om samen met Cdbaby Compact Disc en Mp3, of platen te distribueren via het internet en in internetshops zoals I-Tunes enz.

CD Baby vroeg om een schriftelijk document van de eerste openbaarmaking van de eigenaar van een oude plaat -moreel recht- Bill Forrest verteller en Mary Jo Devlin (ondersteuning), Audio Rarities LPA, titel "Hitler's Inferno" in USA, 1945 einde van de oorlog. De stichting heeft uitvoerig onderzoek gedaan naar de platenmaatschappij, de plaat en de eigenaar van Hitler's Inferno, tussen 1994 en 1995. We hebben ook een juridisch rapport laten opstellen door een professional en we hebben ook de schriftelijke correspondentie tussen de Buma- Stemra,

en bovendien toonde de database van Harry Fox Agency Inc in New York USA, geen informatie over de eigenaar van de plaat Hitler's Inferno noch over Audio Rarities. De Stichting heeft een schriftelijke correspondentie met Freistaat Bayern Duitsland, de eigenaar van de originele liederen en toespraken uit nazi-Duitsland. Het album "Hitler's Inferno heeft een nieuwe registratie via de Nederlandse belastingdienst. De naam Audio Rarities -van de originele plaat- is overgenomen en opnieuw geregistreerd onder de naam Audio-Rarities met tussen "Audio" en "Rarities" een tussenstreepje door de nieuwe Audio-Rarities in Nederland samen met en in overleg met de Kamer van Koophandel en Industrie in Eindhoven Nederland. CD Baby verzocht aldus om een document van toestemming door de maker (auteur) van de originele plaat van de eerste openbaarmaking in 1945 in de USA. We hebben de documenten in deze brief bijgevoegd, zelfs is er een nieuwe registratie door de belastingdienst Oost-Brabant in 2005 (belastingdienst Oost-Brabant, Inspectie der Registratie en Successie, Postbus: 90116, 5200MA, 's-Hertogenbosch Nederland) onder nummer: 4.516226.1.

Eerste openbaarmaking

De eerste openbaarmaking onder de titel "Hitler's Inferno" is gepubliceerd in november 1945 door Audio Rarities in de USA op 33 1/3 toeren LP (release WW2) einde van de oorlog, ter nagedachtenis aan.. (de les van gisteren) voorzien van een anti-fascistische commentaar. De originele plaat maakt bovendien deel uit van de verzameling van "Suzanne Statland Collection in holocaust Studies" van de Universiteit van Missouri Kansas City Libraries USA. Hitler's Inferno en de opeenvolgende tragedies wijzen op het onvermogen van de mens om de vernietigende impulsen van paranoïde dictators als Hitler, Stalin, Pol Pot te controleren. Toen het eerste nieuws over de concentratiekampen in mei 1945 werd uitgezonden, was het gevoel van verontwaardiging groot. "het zou nooit meer mogen gebeuren in de beschaafde wereld".

de langspeelplaat

Hitler's Inferno, in words, in music 1932–1945, Marching songs of Nazi Germany, LPA 2445.

de plateninhoud:

Kant 1:

1. Hitler in Rome 1937 / 2. Deutschland über alles / 3. Die Fahne Hoch / 4. Heil Hitler Dir! / 5. Goebbels introduces Hitler 1934 / 6. Marchingsongs Medley.

Kant 2:

7. Hitler speaks in Vienna 1939 / 8. Heil Deutschland / 9. Wenn De S.S. und die S.A. Aufmarschiert / 10. Die jugend Marschiert / 11. Plead "Not Guilty at Nuremberg.

[voorzien van antifascistisch commentaar door Bill Forrest met ondersteuning van Mary Jo Devlin]

(Internationale uitgevers en bibliotheken zijn zeer ingenomen met de toegang tot verweesde werken)

Voorwaarden gebruik verweesde werken

De voorwaarden voor gebruik beschrijft vijf uitgangspunten die gebruikers van verweesde werken moeten volgen:

1. Er moet een redelijk ijverig onderzoek worden gedaan om de eigenaar van het auteursrecht te vinden,
2. De gebruiker van verweesde werken is verplicht alle informatie zoals de naamsvermelding van de auteurs en over het werk zelf zo adequaat mogelijk in de gegeven omstandigheden te vermelden,
3. Indien de eigenaar van het auteursrecht zich alsnog gaat melden, moet de eigenaar redelijke vergoeding of moet er een passende restitutie plaatsvinden,
4. Indien de maker(s) van een verweesd werk in later stadium alsnog bezwaren maakt tegen het gebruik van een eerder verweesd werk, moet bij de afhandeling rekening worden gehouden met de creatieve inspanningen en investeringen die de gebruiker van het werk te goeder trouw heeft gedaan,
5. Het gebruik van verweesd werk is niet exclusief. (verklaring van academische vrijheid (wetenschappelijke mensenrechten)).

Het doel van deze verklaring is de diepgaande doctrine te handhaven en te bevorderen dat wetenschappelijk onderzoek vrij moet zijn van latente en openlijke repressieve invloed van bureaucratische, politieke, religieuze en geldelijke richtlijnen, en dat wetenschappelijke creatie een mensenrecht is dat niet minder is dan andere rechten en hoop zoals die in internationale en Europese verdragen en het internationale recht.

Europese Commissie tegen Racisme en Intolerantie (ECRI) 2008

ECRI moedigt de Nederlandse autoriteiten aan om ervoor te zorgen dat het strafrechtstelsel een doeltreffend antwoord biedt op uitingen van racisme en radicale discriminatie. De ECRI en de Europese Unie vinden dat de Holocaust nooit vergeten mag worden. De ontkenning of herziening van duidelijk vastgestelde historische feiten zoals de Holocaust (waarvan de ontkenning of herziening, ontkenning of de grove minachting) dit niet uit de bescherming van artikel 10 van het Europees Verdrag tot bescherming van de rechten van de mens mag worden verwijderd. Het recht van vrijheid van meningsuiting Artikel 10 lid 1 EVRM niet gekwalificeerd kan worden voor haatspraak.

- strafbaar stellen van het delict Holocaust ontkenning.
- vervolging ambtswege racistische of xenofobe daden.

De ECRI en de Europese Unie zijn verheugd over de katalyserende rol die niet-gouvernementele organisaties hebben gespeeld bij de bevordering van mensenrechteneducatie en de bewustmaking van racisme:
http://www.coe.int/t/e/human_rights/ecri

Fair use only

Het project "Hitler's Inferno" is uitsluitend bestemd voor "fair use only" in overeenstemming met titel U.S.C. Section 107, research and educational Holocaust study learning projects and human rights purposes against racism. Meer informatie Holocaust ontkenning via de link <http://holocaustdenial.org/>

Auteursrechtenclaim

De auteur [morele rechten] of zijn erfgenamen bij notariële akte, kunnen bezwaar aantekenen indien tegen deze openbare aankondiging over het eigendom van de plaat Audio Rarities LPA 2445 Hitler's Inferno, van 2 juni 2008 tot 2 augustus 2008. Wanneer iets niet correct is in deze openbare oproep of de bijlage(n), neem dan rechtstreeks contact op met het Ministerie van Justitie, postbus: 20301, 2500 EH, Den Haag in Nederland. Juridische geschillen "Nederlands recht". UPC-barcode "Hitler's

Inferno": 634479825064 <http://n1/barcodepedia.nl/>

Intermediary Foundation of the Universal Declaration of Human Rights verzoekt het U.S. Copyright Office vriendelijk om deze brief op Haar website openbaar te maken. Wij vragen het Copyright Office om Haar database naar Audio Rarities, Hitler's Inferno of LPA 2445 te onderzoeken.

INFORMATIE EN CLAIMS RICHTEN AAN ADRES:
[vanaf 2 juni 2008 tot en met 2 augustus 2008]

Internet: IFUD of Human Rights
<http://mensenrechten.webs.com/>

Internet Audio-Rarities
<http://tinyurl.com/49mj7j>

Kantoor: IFUD of Human Rights en Audio-Rarities

Adres: Kastanje 28,
5731NK MIERLO in NEDERLAND.

KvK: IFUD of Human Rights 41092925 Eindhoven in Nederland.
KvK: Audio-Rarities 17090220 Eindhoven in Nederland.

HOOGACHTEND,

IFUD of Human Rights en Audio-Rarities
Voorzitter en directeur

Kopie verzonden aan:

Kopie verzonden aan:

-International Federation of Library Associations and Institutions (IFLA) Secretary
General mr.Peter Johan Lor
Po.box:95312
2509CH,DEN HAAG,NEDERLAND

-International Publishers Assosiation (IPA) SecretaryGeneral Mr. Jens Bammel Avenue de
Miremont 3
CH-1206,GENEVA,
SWITSERLAND.

-COUNCILof EUROPE
European Commission against Racism and intolerance (ECRI) 12,Avenue
Tervuren
B-1040 BRUSSELS,BELGIUM.

-MINISTERIE VAN JUSTITIE
Ernst Hirsch Ballin
Po.Box:20301
2500EH, DEN HAAG.

-CD BABY
General Director
5925NE, 80 tn Ave
PORTLAND,OR 97216
USA

-WIPO headquarters
PO.BOX: 18
CH-1211, GENEVA 20,
SWITSERLAND.

Intermediary Foundation of the Universal Declaration of Human Rights

REGISTERED POST

TO:CD BABY

president mr. Tony van Veen

5925 NE 80th Ave
PORTLAND OR 97216
USA

Your letter of
Your reference
Our letter of
Our reference
Enclosure(s)
Contact
Direct line
Re

July 2 2008
Hitler's Inferno project
Copy (letter) + (checklist fair use)
Mr.J.P. van den Wittenboer
e-mail: audiorarities@yahoo.com or ifudofhumanrights@yahoo.com
NO CLAIMS TO THE PROJECT HITLER'S INFERNO

Mierlo,August 6 2008

Dear mr. van Veen,

Hereby declares undersigned Intermediary Foundation of the Univesal Declaration of the Universal Declaration of Human Rights,mr.Joannes-Petrus van den Wittenboer;offices Kastanje 28, 5731NK MIERLO, The Netherlands:

No claims send to the office,to the po.box,via e-mail by:
US Copyright Office or other organizations and institutions or by the public.No claim by the owner of the moral right of the original work "Hitler's Inferno".

In this letter We attach the copy from the letter July 2 2008 (US Copyright Office) and (checklist for fair use).

best regards
IFUD of HUMAN RIGHTS
chairman
Mr. J.P. van den Wittenboer

Mark

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[Signature]

CHECKLIST FOR FAIR USE

Please complete and retain a copy of this form in connection with each possible "fair use" of a copyrighted work for your project

Name: J.P. van den Wittenboer Date: 06-08-2008 Project: "Hitler's Inform"

Institution: AUDIO-RARITIES

Prepared by: Intermediary Foundation of
the Universal Declaration
of Human Rights.

PURPOSE

Favoring Fair Use

Opposing Fair Use

- ☒ Teaching (including multiple copies for classroom use)
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- ☒ Scholarship
- ☒ Nonprofit Educational Institution
- ☐ Criticism
- ☐ Comment
- ☐ News reporting
- ☐ Transformative or Productive use (changes the work for new utility)
- ☐ Restricted access (to students or other appropriate group)
- ☐ Parody

- ☐ Commercial activity
- ☐ Profiting from the use
- ☐ Entertainment
- ☐ Bad-faith behavior
- ☐ Denying credit to original author

NATURE

Favoring Fair Use

Opposing Fair Use

- ☒ Published work
- ☐ Factual or nonfiction based
- ☐ Important to favored educational objectives

- ☐ Unpublished work
- ☐ Highly creative work (art, music, novels, films, plays)
- ☐ Fiction

AMOUNT

Favoring Fair Use

Opposing Fair Use

- ☐ Small quantity
- ☐ Portion used is not central or significant to entire work
- ☒ Amount is appropriate for favored educational purpose

- ☐ Large portion or whole work used
- ☐ Portion used is central to work or "heart of the work"

EFFECT

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- ☒ User owns lawfully acquired or purchased copy of original work
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- ☐ Could replace sale of copyrighted work
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- ☐ Reasonably available licensing mechanism for use of the copyrighted work
- ☐ Affordable permission available for using work
- ☐ Numerous copies made
- ☐ You made it accessible on Web or in other public forum
- ☐ Repeated or long-term use

Intermediary Foundation of the Universal Declaration of Human Rights

no claims
PUBLIC LETTER

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UNITED STATES

COPYRIGHT OFFICE

101 Independence Ave S.E.

WASHINGTON D.C. 20559-6000

USA.

[Signature]
Intermediary Foundation of
the Universal Declaration
of Human Rights.

2008
2008

Re:Orphan Works record "Hitler's Inferno"

Mierlo, July 2 2008

Dear Sirs,

Safe Harbor Provisions for Use of Orphan works for Scientific, Technical and Medical Literature.

In December 2006, STM announced a policy on Orphan Works, copyright works (literary works, also musical works, including any accompanying works etc.) for which a prospective user is unable to identify, locate and contact the legitimate holder of the relevant rights ("copyright owner") for the purpose of obtaining permission to use such work.

Recently the foundation documents sent by post to Cdbaby, address 5925 NE Ave, Portland, OR 97218-2891, USA. The (new) company Audio-Rarities in the Netherlands and Intermediary Foundation of the Universal Declaration of Human Rights also from the Netherlands, "Cdbaby" to sell Compact disc and / Mp3 / or records over the internet, and in internet shops as "I-Tunes" etc. Cdbaby ask for a written document from the first release of the owner of a old record (moral right) Bill Forrest narrator and Mary Jo Devlin back stage, Audio Rarities LPA 2445 Title "Hitler's Inferno" in USA, 1945 end of the War. The foundation made research to the record company, the record and the owner and Hitler's Inferno between 1994 and 1995. We have also a juridical report by a professional. Also we have written correspondence between the Buma-Stemra and the Foundation. The database from Harry Fox Agency Inc in New York USA, showed no

information to the owner of the record, Hitler's Inferno or Audio Rarities. The Foundation have a written correspondence to Freistaat Bayern, Germany the owner of the original songs and speeches of Nazi-Germany. The Album "Hitler's Inferno" have a new registration by the Dutch Tax. The Name Audio Rarities (from the original record) is takeover and new registered under Audio-Rarities (between Audio and Rarities a stripe by the new Audio-Rarities in Holland) by the Chamber of Commerce and Industry in Eindhoven, the Netherlands. Cdbaby ask me to show a document of permission from the owner of the record by its first release in 1945, USA. We attached the documents in this letter, even there is a new registration by the Dutch Tax in 2005 (Belastingdienst Oost-Brabant, Inspectie der Registratie en Successie, P.o. box: 90116, Postcode: 5200MA, City: 's-Hertogenbosch, Country: The Netherlands). under Number: 4.516226.1. The first general release under the title "Hitler's Inferno" was published in November 1945, By Audio Rarities in the USA on 33 1/3 rpm LP (a kind of release WW2) end of the War, to memory of, "Yesterday Lesson", anti-fascist commentary. The original record is part of "Suzanne Statland Collection in Holocaust Studies" from the University of Missouri-Kansas City Libraries USA. Hitler's Inferno and the consecutive tragedies indicates man's inability to control the destructive impulses of paranoid dictators like Hitler, Stalin, Pol Pot. When the first news of the concentration camps began to be broadcast in May 1945, the sense of outrage was considerable when one thinks of the murder and destruction. "It must never happen again in the civilized world". The Title Hitler's Inferno, in words, in music 1932-1945, Marching songs of Nazi Germany, LPA 2445, the record content:

Part one.

1. Hitler in Rome 1937 / 2. Deutschland über Alles / 3. Die Fahne Hoch / 4. Heil Hitler Dir! / 5. Goebbels introduces Hitler 1934 / 6. Marching songs Medley.

Part two.

7. Hitler speaks in Vienna / 8. Heil Deutschland / 9. When Die S.S. und Die S.A. Aufmarschiert / 10. Die Jugend Marschiert / 11. Plead "not guilty at Nuremberg".

Anti-fascist commentary by Bill Forrest and back stage Mary Jo Devlin.

"International Publishers and librarians Agree On Access to orphan Works".

The statement sets out five principles to be followed by users of orphaned works:

1. A reasonable diligent search should be undertaken to find the copyright owner;
2. The user of an orphan work must provide a clear and adequate attribution to the copyright owner;

3. If the copyright owner reappears, the owner should be reasonably remunerated or appropriate restitution should be made;
4. If injunctive relief is available against the use of a previously orphaned work, the injunctive relief should take into account the creative efforts and investment made in good faith by the user of the work;
5. The use of orphaned work is non-exclusive.

“Declaration of Academic Freedom” (Scientific Human Rights).

Consequently, the researcher is all too often constrained or suppressed, manipulating works minimized by governments who working to a different ideological politic and secret fascist agenda. The aim of this Declaration is to uphold and further the fundamental doctrine that scientific research must be free of latent and overt repressive influence of bureaucratic, political, religious and pecuniary directives, and that scientific creation is a human right no less than other such right and forlorn hopes as pronounced in International and European covenants and International law.

“European Commission against Racism and Intolerance (ECRI) 2008”

ECRI encourages the Dutch authorities in their efforts to ensure that the criminal justice system provides an effective response to manifestations of racism and radical discrimination. The ECRI and the European Union believes that the Holocaust never be forgotten. That denial or revision of “clearly established historical facts such as the Holocaust (Whose negation or revision, denial or the gross minimization) would be removed from the protection of Article 10 by Article 17” of the European Convention on Human Rights. The Court stated that “there is no doubt that, like any other remark directed against the Convention’s underlying values, the justification of a pro-Nazi policy could not be allowed to enjoy the protection afforded by Article 10.

- Making the offence of Holocaust-denial punishable’
- Prosecuting acts of racist or xenophobic nature ex officio;

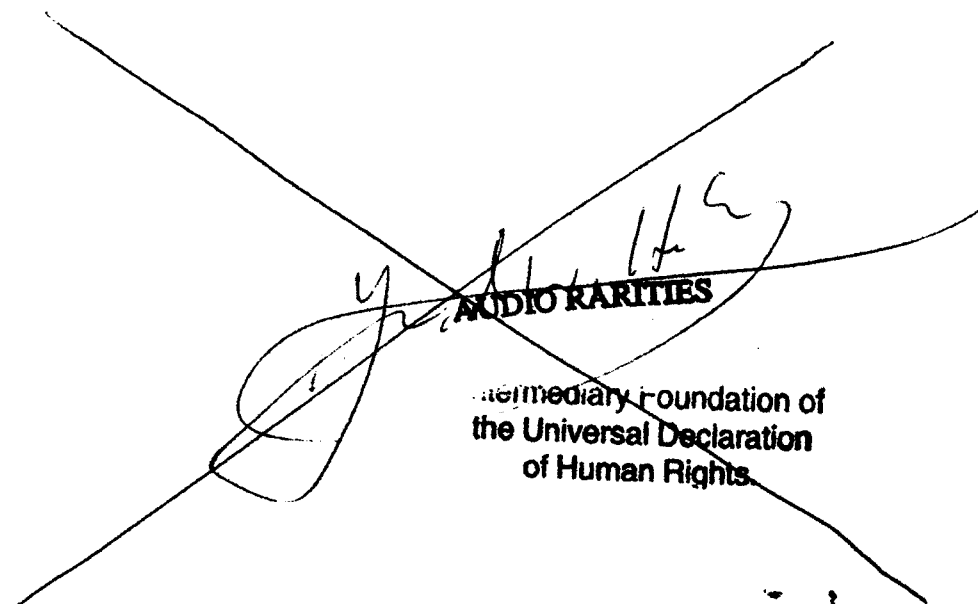
The ECRI and European Union welcomes the catalytic role that non-governmental organisations have played in promoting human rights education and raising awareness about racism http://www.coe.int/t/e/human_rights/ecri .The project "Hitler's Inferno" is for "fair use only" in accordance with Title U.S.C. Section 107, research and educational Holocaust study learning projects and humanrights purposes against racism. More information holocaust denial <http://holocaustdenial.org/> .The author [Law, moral rights] or its heirs by notarial deed, can complaint and show the documents of the ownership over the record Audio Rarities LPA 2445 Hitler's Inferno, from June 2 2008 up to August 2 2008. If any thing is not correct in this letter or the attachments, please contact directly the Dutch Government "Ministerie van Justitie", Po. box: 20301, postalcode: 2500EH, City: The Hague, Country: The Netherlands.

Legal disputes "Dutch Law".

UPC-barcode "Hitler's Inferno": 634479825064

<http://nl/barcodepedia.nl/>

Intermediary Foundation of the Universal Declaration of Human Rights ask the U.S. Copyright Office friendly to place this letter on his website to make public. We ask the Copyright Office to research his database for Audio Rarities, Hitler's Inferno or LPA 2445.


AUDIO RARITIES
Intermediary Foundation of
the Universal Declaration
of Human Rights

INFORMATION AND CLAIMS TO ADDRESS:

[from June 2 2008 up to August 2 2008]

Website IFUD of Human Rights <http://mensenrechten.webs.com/>

Website Audio-Rarities <http://www.tinyurl.com/49mj7j>

Office IFUD of Human Rights and Audio-Rarities

Address: Kastanje 28

Postalcode: 5731NK

City: Mierlo

Country: The Netherlands.

C.o.C. registration IFUD of Human Rights No: 41092925 Eindhoven n.l.

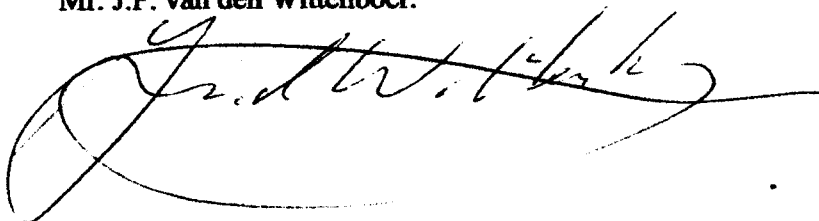
Co.C registration Audio-Rarities No: 17090220 Eindhoven n.l.

SINCERELY,

IFUD of Human Rights and Audio-Rarities

Chairman and director

Mr. J.P. van den Wittenboer.



Copies to:

International Federation of Library Associations and Institutions (IFLA)

Secretary General mr. Peter Johan Lor

Po. box: 95312

2509CH, THE HAGUE

THE NETHERLANDS.

International Publishers Association (IPA)

Secretary General Mr. Jens Bammel

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CH-1206, GENEVA,

SWITZERLAND.

COUNCIL of EUROPE

European Commission against Racism and intolerance (ECRI)

12, Avenue Tervuren

B-1040 BRUSSELS

BELGIUM.

MINISTERIE VAN JUSTITIE

Mr. Dr. Ernst Hirsch Ballin

Po. Box: 20301

2500EH

THE HAGUE.

CDBABY

General Director

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PORTLAND OR 97216

USA.

WIPO headquarters

Po.Box:18

CH-1211, GENEVA 20,

SWITZERLAND.